



## Gerber

BABY FOODS

### Price increase on certain fruit varieties

Owing to an increase in raw material costs Gerber Baby Foods announce the following recommended retail prices, effective from 1st November 1965.

Strained Foods	New Price
Pears & Pineapple	1/-
Applesauce & Apricots	1/-
Applesauce	1/-
<b>Junior Foods</b>	
Pears & Pineapple	1/4
Peaches	1/4

The recommended retail price for all other Strained foods remains 10d., and for Junior foods 1/3d.



To assist in pricing, the premium-priced fruits have been distinguished by a dark blue ring on the top of the jar lid.

Brown & Polson Ltd  
Gerber Division, Claygate House, Esher, Surrey

58/G



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY  
and all sections of the drug, pharmaceutical,  
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland  
and of the Pharmaceutical Society of Northern Ireland*

Volume 184

October 23, 1965

No. 4471

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## ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

# Heinz 'Millionaire Baby' Contest

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**Heinz Baby Foods. Big profits in little meals**



# The CHEMIST AND DRUGGIST

Volume 184

OCTOBER 23, 1965

No. 4471

## N.H.S. Drug Testing

### SCOTTISH SCHEME FOR ENGLAND AND WALES

THE Minister of Health (Mr. Kenneth Robinson) has put forward proposals for amending the present drug testing scheme in England and Wales. Giving that information in a speech to the Executive Councils Association in Scarborough on October 15, he said "I hope we shall be able to follow the lead Scotland has taken on this by relating tests to 'live' prescriptions as dispensed for actual patients, instead of to fictitious prescriptions."

The Minister also referred to the abolition of the prescription charge, reiterating that he was sure in principle it was right to remove the charge "that created a barrier between patient and the drugs he needs." He said the abolition had added appreciably to the work of pharmacists, "but they have borne the increased load successfully and efficiently, I am very grateful to them for this." Mr. Robinson also said he was looking forward to putting the supplementary ophthalmic service on a permanent basis and bringing opticians directly into membership of the Executive Council. The Ministry was about to write to the Executive Councils and other associations seeking comments on the detail of what would be required, so that, so soon as legislation could be introduced, everything would be ready.

### A Tradition

#### PHARMACISTS' SERVICE TO COMMUNITY

THE progress that had been made in therapy and the ways in which the pharmacist played an important part in the Health Service was the theme adopted by Mr. Henry Steinman in his presidential address to the annual conference of the Executive Councils Association (England) on October 14. He pointed out that the pharmacist was not in an isolated position. "He is daily in touch with the needs of the public and he is often the repository of their confidences." Mr. Steinman also told his audience that the pharmacist was "closely connected" with the main lines of scientific thought in relation to planned programmes that were likely to yield new remedies. . . . and he is fully conscious of the importance of the prevention of disease." Earlier he mentioned that what the pharmacist could not do was to ensure the patient took the medicine prescribed and dispensed. "Too often he does not do so. Failure to take medicine is wasteful at all times and is often dangerous." Mr. Steinman also dealt with the work and the rôle of the Pharmaceutical Society and ended his speech by pointing out

that "... the pharmacist has inherited a tradition of service to the community, and he may be depended upon to continue it to the best of his ability."

### Drug Evaluation

#### GOVERNMENTS' NEED FOR ADVICE

GOVERNMENTS must act on the advice of independent experts, said Sir Derrick Dunlop (chairman of the Committee on Safety of Drugs) when he gave the John Snow Memorial lecture on the "Evaluation of Drugs" in Edinburgh on October 15. Sir Derrick was addressing the annual general meeting of the Association of Anaesthetists of Great Britain and Ireland. He said that comprehensive new legislation on medicines was imminent and it was interesting to speculate who would make the decisions on drug efficacy and safety. The dangers connected with drugs were now so formidable that the responsibility for determining whether they were effective as well as safe could no longer be entrusted entirely to industry or the individual doctor. The accumulated wisdom of physicians and practitioners based on individual experience was quite inadequate for that

purpose. Governments must act on the advice of independent experts who, if they were often wrong, were less often wrong than non-experts. The industry was now contributing more than £60 millions a year to the export drive. "We would surely be very foolish to kill the goose which has laid so many golden therapeutic eggs by excessive bureaucratic controls—still worse by nationalisation."

### Shop Hours

#### TRADERS MUST AGREE ON NEEDS

"WE have for so long asked for a Shops Act which will meet present-day requirements—and let us not forget that what is decided now may have to last for many years—that it is essential that we agree amongst ourselves on what is needed, and what is workable." So said Mr. W. Howard Bell during his presidential address to the autumn meeting and trade conference of the National Chamber of Trade in London on October 19. Mr. Bell said he was pleased the Government had issued the statement as a White Paper and not as a Bill, thus giving opportunity of discussion beforehand, not only amongst the membership of the chambers of trade but also with other retail organisations and the Government. Opinions might differ. The recently published Conservative policy statement: "Putting Britain Right Ahead" suggested the complete removal of all restrictions on the opening of shops on weekdays "thus showing that, at Parliamentary level, as well as among retailers, opinions vary considerably." Mr. Bell suggested that members of his audience should realise that discussions might be long and varied and that what one trade might find acceptable would not

necessarily be suitable for another. "Also we must consider that the requirements of one type of town are so different from those of another." How-



"OUT, OUT, BRIEF CANDLES": The united puff of three officers extinguishes the twenty-one candles of the coming-of-age cake of the Associates' Section, Ulster Chemists' Association. Left to right, Mr. J. C. Wellwood (president of the Association), Miss A. E. Strachan (secretary) and Mr. R. J. Davidson (Section chairman).



ever he was confident that given goodwill all round representations might be made to the Government with one voice. The opportunity was there, it could be done, "indeed it must be done."

## Doctors' Terms of Service

### A BARRISTER'S SUGGESTIONS

"IT is surely unreasonable to impose what amounts to police duties upon general practitioners and, in my opinion, this is a matter that could and should be raised when any question of amending the terms of service is considered." That quotation is taken from a booklet "The Terms of Service—a Barrister's Opinion" published by the General Practitioner's Association on October 11. The author was commissioned by the Association to give "a clear explanation of what was involved in our contract." The booklet is being sent to all general practitioners with a view to finding out their reactions as a basis for formulating G.P.A. policy. On the question of test prescriptions, the author states that there is considerable feeling among general practitioners that it is wrong for them to issue prescriptions so that investigations may be made into the accuracy of dispensing of local chemists. He feels that, in spite of a complaint that the general practitioner could be turned into a "potential mobile chemist shop," that the regulation requiring doctors to supply drugs and appliances needed for immediate use or for use before a supply can be obtained does not in practice give rise to actual difficulty. Among the more radical suggestions is one that all disciplinary tribunals before which a patient can bring his general practitioner should have the power to award costs, to deter "ill-founded and scandalous complaints."

## P.A.T.A.

### COUNCIL ELECTION FOR 1966

TWELVE seats on the council of the Proprietary Articles Trade Association are open for election for the year 1966. Retiring members of council are: *Manufacturers' section:* The British Drug Houses, Ltd.; J. Grossmith & Son, Ltd.; T. Marns, Ltd.; John Steedman & Co. *Wholesale section:* E. H. Butler & Son, Ltd.; \*Evans Medical, Ltd.; \*J. R. Gibbs, Ltd.; Martindale Samore, Ltd. *Retail section:* A. R. Cross; \*C. H. Foster, A. G. Garrett, \*H. S. Olswang. (\*Denotes members not standing for re-election.) All other members are eligible for re-election and have intimated their willingness to stand. It is open to members of the manufacturers', wholesale and retail sections of the P.A.T.A. to nominate candidates for the vacancies in their respective sections. Nominations will be received by the secretary at Premier House, 150 Southampton Row, London, W.C.1, up to November 8.

## Drug Mishaps to Children

### BIRKENHEAD STATISTICS

DURING the first nine months of the year 116 children at Birkenhead received hospital treatment for poisoning

after taking medicines, drugs, and various types of domestic substances. Issuing the figures on October 15, Mr. J. Dawber (secretary of Birkenhead Hospital Management Committee) emphasised the dangers of leaving medical and certain domestic substances within the reach of young children. During the quarter ended September 30, the number of child poisoning cases treated at Birkenhead Children's Hospital was forty, a drop of nine on the previous quarter. The highest number of cases, sixteen, occurred in the 1-2 age group, closely followed by the 2-3 group, in which there were fifteen cases. Aspirin and other tablets accounted for the most incidents, twenty-two in all, while drinking bleach and disinfectant resulted in eight cases. In the majority of instances the means by which the poisons were obtained by the children were not established.

## Advice to Shoppers

"DON'T GOSSIP" ABOUT SHORT WEIGHT  
"IF you are in serious doubt about the quantity or quality of any of your purchases, discuss it with your supplier or with an officer of the department—don't be content merely to gossip about it, perhaps to the discomfiture and possible harm of an honest trader," advised Norfolk County Council's Public Protection Committee in notes to shoppers on the Weights and Measures law. "Inaccurate weights and measures and descriptions are not always the results of dishonesty, and an honest trader does not resent checks or inquiries."

## Four Pesticides

### COMMENTS SOUGHT ON DRAFT NAMES

COMMENTS on the following suggested names for pesticides are sought by the British Standards Institution. They should be addressed to Mr. D. G. Berry, British Standards Institution, 2 Park Street, London, W.1.

COMMON NAME	CHEMICAL NAME
BENZAZOLIN	4-chloro-2-oxobenzothiazolin-3-yl acetic acid
QUINAZAMID	benzoquinone monosemicarbazone
2,4,5-TB	4-(2,4,5-trichlorophenoxy)butyric acid γ-(2,4,5-trichlorophenoxy)butyric acid
TROPITAL	piperonyl bis[2-(2'-n-butoxyethoxy)ethyl] acetal

## Safety Exhibition

### EDINBURGH OPENING BY MINISTER

OPENING the Pharmaceutical Society's "Medicines—With Care" exhibition in Edinburgh on October 11, Mrs. Judith Hart (Under-secretary of State for Scotland) said she hoped the exhibition would bring home the urgent need to protect, in particular, children and old people from unnecessary accidental deaths by poisoning. "I wonder how many medicine cupboards contain bottles of medicine and boxes of pills left over from an illness of a year or two ago that ought to have been thrown away when recovery was completed," she said. The exhibition was being staged by the Scottish Department of the Society.

## Veterinary Names

### FURTHER LIST ISSUED

THE British Veterinary Codex Revision Committee has adopted the following non-proprietary names for the veterinary substances indicated.

NON-PROPRIETARY NAME	OTHER NAMES
OXYCLOZANIDE	3,5,6,3',5'-pentachloro-2,2'-dihydroxybenzanilide; I.C.I. 46,638.
PYRIMITHATE	2-dimethylamino-6-methylpyrimid-4-yl diethyl phosphorothionate; I.C.I. 29,661.
LETRAMISOLE	2,3,5,6-tetrahydro-6-phenylimidazo-[2,1-b]thiazole; I.C.I. 50,627.

## IRISH NEWS

### THE REPUBLIC

## Drug Safety

### GOVERNMENT SETS UP ADVISORY BODY

A SPECIAL body to advise on drug safety that is being set up by the Minister for Health (Mr. O'Malley) will also be responsible for clinical testing of new drugs before they are released for general use. The official statement, on October 15, was warmly welcomed by pharmacists, and particularly by members of the Council of the Pharmaceutical Society of Ireland, who have been campaigning for the establishment of some such organisation for some time. The statement pointed out that the Poisons Council had submitted proposals aimed at ensuring that drugs and medicines which, in addition to those already controlled, were potentially dangerous use, reached the public only when necessary for treatment or prevention of a particular condition. "The proposals, which are of a comprehensive nature, are under examination in the Department of Health and appropriate regulations will be made as soon as possible." The announcement added that the World Health Organisation had recommended that in each country a central agency on those lines should be established, with individual doctors reporting untoward effects from the use of drugs. An exchange of reports would be organised by W.H.O. "The Minister accepts the desirability of adopting the recommendation."

## IRISH BREVITIES

### THE REPUBLIC

THERE are still a number of vacancies for the series of lectures on sterilisation techniques organised by the Post-graduate Education Committee. The series starts at the College of Pharmacy, Shrewsbury Road, Dublin, 4, on November 4. Fee is £3 3s. Full particulars can be obtained from the Committee's director at the College.

### THE NORTH

A CARNIVAL dance in aid of the Northern Ireland Benevolent Fund is being held at the Orpheus ballroom, Belfast, on November 11.

THE annual meeting of the Ulster chemists' Association is being held in the rooms of the Pharmaceutical Society of Northern Ireland at 7.45 p.m. on November 17.



## NEWS IN BRIEF

THE index of retail prices in September was 113.0 (January 1962 = 100) compared with 112.9 in August.

SUMMER Time ends at 2 a.m., Greenwich mean time, on October 24. Clocks should be put back by one hour during the night of October 23/24.

A LARGE-scale statistical inquiry covering the wholesale trades is being undertaken in 1966 in respect of business done in 1965, as part of the Board of Trade's inquiry into the distributive and service trades.

THE categories of product regarded as unacceptable by the Standing Joint Committee on the Classification of Proprietary Preparations (see *C. & D.*, October 9, p. 373) are B1 (unacceptable on grounds of lesser degree of efficacy or of greater toxicity than alternative monograph or category A preparations) and B2 (not of proven efficacy) [corrected note].

ENTRIES for the 1966 Maccabaeian prize and medal offered by The Society of Apothecaries of London, are being invited for an essay on some aspect of the history of medicine or pharmacy. Intending candidates, who must be under thirty on March 15, 1966, may apply for further particulars to the secretary of the Faculty of the History of Medicine and Pharmacy (Dr. F. N. L. Poynter, Wellcome Historical Medical Library, Wellcome Building, Euston Road, London, N.W.1).

THE 1965 edition of "At the Farmer's Service," a 104-p. reference book, is now available free from the Ministry of Agriculture, Fisheries and Food (Publications), Government Buildings, Tolcarne Drive, Pinner, Middlesex, or from any of the Ministry's divisional offices. The booklet contains information on the grants and subsidies obtainable for agriculture, horticulture and forestry, with brief descriptions of the Ministry's services, such as the Agricultural Land Service, the National Agricultural Advisory Service, veterinary services and pest control.

## LOCAL OFFICERS

### PHARMACEUTICAL SOCIETY

**Reading.**—*Chairman*, Miss J. M. Livingstone; *Vice-chairman*, R. A. Over; *Treasurer*, L. F. Freeman; *Assistant Secretary*, R. J. Paulin; *Secretary*, S. A. Wheatley, 8 Kenilworth Avenue, Southcote, Reading, Berks (telephone: Reading 51262).

**Southampton.**—*Chairman*, D. K. Watkins; *Treasurer*, A. C. D. C. Hannah; *Vice-chairman and Social Secretary*, N. E. J. Guy, 289 Shirley Road, Southampton; *Secretary*, G. L. Howard, 78 Weston Lane, Southampton.

**South-east Metropolitan.**—*Chairman*, F. H. E. Hook; *Vice-chairman*, P. Gibson; *Treasurer*, T. Gracey; *Social Secretary*, R. W. Crombie; *Secretary*, F. J. Brean, 127 Bellenden Road, London, S.E.23.

**Warrington.**—*Chairman*, J. G. Haworth; *Treasurer*, L. Southworth; *Secretary*, B. K. Barker, 75 Fairfield Road, Stockton Heath, Warrington, Lincs.

**York.**—*Chairman*, J. N. Bristow; *Vice-chairman*, J. R. Dwyer; *Treasurer*, H. P. Heaton; *Secretary*, A. W. Jones, 4 Hawthorn Close, Nether Poppleton, York.

### NATIONAL PHARMACEUTICAL UNION

**Bournemouth.**—*Chairman*, S. G. Bubb; *Secretary*, M. Taylor, 27 Beverley Gardens, Bournemouth, Hants (telephone: Bournemouth 58070).

# TOPICAL REFLECTIONS

By Xrayser

## Labelling

At the October meeting of the Council of the Pharmaceutical Society, a report was presented by the Practice Committee dealing with the now widespread use by doctors of the letters "N.P." on their prescriptions. The practice is not of recent origin, for I recall having seen the words "proprium nomine" attached to prescriptions written more than 200 years ago. What is of more recent date is the almost universal use of the symbol by some practitioners, either in what is loosely described as handwriting, or in the form of a peremptory rubber stamp. The seeds of friction had been sown, and it had become obvious that there was a need for some clarification in the matter. Although there are occasions when there may be very good reason for the physician to ask for a preparation to be named, the pharmacist has felt on occasion that the principal reason for the request was to transfer the burden of record-keeping from medical to pharmaceutical shoulders. It was advisable, therefore, for both sides to get together to attempt to secure agreement in the matter of what was acceptable, and that has now been done. It should be noted by pharmacists that the British Medical Association is a party to the agreement, the details of which appear on p. 396, and that the conditions will appear in the next edition of the British National Formulary. The rubber stamp is not to be recognised, and the letters must appear against each item to be described. "It is understood that the name or description to be stated on the label is the one used on the prescription," runs one of the clauses. (I reserve the right in this case of amending the output of a bright young man who is shaky in his spelling.) That surely cannot be expected to be interpreted literally in the case of the physician who puts together a lavish assortment of drugs which, by present standards, looks like a direct descendant of the theriaca. The need for the practice is particularly obvious in the case of the patient who may require treatment with several kinds of tablets which are similar in appearance, where there could be confusion. Its necessity as a means of identification in the event of poisoning has always seemed to me to be over-stressed.

## Making life easier

The doctors have had "a good Press" this week in the request made to their patients to abstain from using the service for what appear to be trivial reasons. Despite the terms of the request, I would be extremely doubtful of their efficacy. It is always the other fellow who abuses the Health Service and wastes the doctor's time. Nevertheless, an attempt to educate the public is an effort worth making, and some day the Ministry of Health may feel disposed to try something of the kind where pharmacy is concerned. There seems, in my own experience, to be a growing tendency to expect medicine to be produced with the celerity exhibited by the baker when he is asked for a loaf of bread. Indeed, the habit in the present age is for the customer to tell the pharmacist when the medicine will be ready, in such telling phrases as: "That won't take ten seconds," or "That is simply a matter of counting," or even that "Those are ready-mades," as though the article in question was a pair of trousers. There is a complete disregard of the fact that the prescription has to be read carefully; that the required medicament has to be produced from its place; that a suitable container has to be obtained; that a label with instructions (and possibly "N.P.") has to be written, and the prescription carefully checked before dispatch. That there may be others before him never occurs to the individual or, if he is reminded of the fact, he sees no reason why everything else should not be dropped to accommodate him. That the prescription may have been carried for three or four days before presentation makes no difference.

## Educating the public

The leaflet entitled "Helping your Doctor" states that the Ministries believe education can take the place of education of the patient by his own doctor, and that may be true also of the pharmacist in the matters described above. But the process of education is not always well received, especially by that enigma of them all—the man who can neither wait nor call back. He deserves every consideration.



## LEGAL REPORTS

### Altered Prescription

A YOUTH who told Rugby police that he had been "very depressed," was fined £10 at Rugby magistrates' court for altering a doctor's prescription for 30 tablets to show 80 tablets. He was David Laurence Sadgrove, 46 Ashlawn Road, Rugby. The tablets were collected from the chemist by the youth's father, who did not know of the forgery.

### Perpetual Injunction Granted

IN the High Court, London, on October 12, Parke Davis & Co., Staines Road, Hounslow, Middlesex, were granted a perpetual injunction restraining Clarke & Son, 21 Islington Green, London, N.1, from "selling in breach of any condition as to their retail price" any goods sold by the plaintiffs. The defendants had been cutting the price of Euthymol tooth-paste. They agreed to pay a contribution towards plaintiffs' costs. Parke Davis & Co. are members of the Proprietary Articles Trade Association, which rendered assistance in the institution of the proceedings.

### Removed Poison Label

A SENTENCE of 12 months' imprisonment was passed on Erich Kurt Grimm, a former manager of the Angel Hotel, Chippenham, Wilts, on October 16. Grimm was found guilty of the manslaughter of Robert Henry Woodley, Lysley Arms, Pewsham, nr. Chippenham. During evidence Grimm admitted that he had removed a label from a bottle of sodium fluoride powder and replaced it with one bearing the words: "One or two tablespoons in milk before taking drink." Mr. Woodley died a few hours after taking a dose of the powder. The court was told that Grimm had stated Woodley was often drunk and attacked his wife. Grimm claimed he had heard that sodium fluoride would make people sick and keep them off drink. He had bought the sodium fluoride at a chemist's shop. He did not have to sign anything and did not think the powder was potent. Woodley died from gastroenteritis caused by sodium fluoride poisoning. It was stated that Grimm supplied the sodium fluoride to Woodley's wife, with whom he had been associating. He had told her it would help to calm her husband and stop him from excessive drinking.

## COMPANY NEWS

Previous year's figures in parentheses

**SANGERS, LTD.**—Mr. P. R. Smith has resigned from the board and has ceased to be connected with the company.

**HARDMAN & HOLDEN, LTD.**—From November 1, Mr. J. H. W. Turner, at present responsible for commercial matters, becomes director for development and technical service and Mr. I. L. White-Thomson commercial director.

**REVLON, INC. and U.S. VITAMIN & PHARMACEUTICAL CORPORATION.**—Directors of the two companies

have approved in detail a proposed merger of their companies. Special shareholder meetings are to be held in December to vote on the transaction.

**WILLOWS FRANCIS, LTD.**—Final dividend, 20 per cent. for the year ended June 30, making 27½ per cent. (25 per cent.) Group profit is £96,623 (£93,086). Tax takes £36,823 (£45,970) and minority interest £1,218 (£1,295), leaving a net profit of £58,582 (£45,821).

**AMERICAN CYANAMID CO.**—Sales in the first nine months of the year reached \$641,044,000 (from \$578,186,000 for the corresponding period in 1964); earnings were \$67,914,000 (\$59 millions). Earnings per share of \$3.08 represented an increase of 34 cents over the 1964 figure.

**FARBENFABRIKEN BAYER A.G.,** Leverkusen, West Germany, net profits in the first nine months of the year are DM210 millions (against 201.5 millions in the year earlier period). Continued good business is expected for the final quarter. The company told shareholders in a letter that turnover rose 6.6 per cent. in the nine months to DM3,978 millions (3,733 millions).

**PROCTER & GAMBLE, LTD.**—Profits at £5,090,000 for the year ended June 30 are virtually unchanged from those of the preceding year (£5,098,000). The increase in profits after tax on year ended June 30, 1964, results from the change to corporation tax, for which provision has been made at 40 per cent. The total value of exports rose to over £3½ millions, which is appreciably above average for the past five years.

**B.D.H. GROUP, LTD.**—An interim dividend of 7½ per cent. (against 4 per cent.) is declared. The board says that the increase should not be taken as an indication of any increase in the total distribution but rather to reduce the disparity between the interim and final dividends. For the first six months ended June 30, trading profit (before interest and tax) is estimated at £863,000 (against £635,000 in same period of 1964). Interest charge is £143,000 (£143,000). The chairman (Mr. D. L. M. Robertson) states that current indications are that although earnings for the second half of the year will not be quite as high as those achieved in the first half, the profits for the full year will substantially exceed those of 1964. The provisions of the Finance Act, 1965 permit of the retention of tax deducted from a dividend paid prior to April 6, 1966, whereas tax deducted from a dividend paid after that date will be payable to the Exchequer. The board is therefore giving consideration to declaring a second interim dividend to be paid before that date. Approximately £15 millions of the group's sales in 1964 were related to the wholesaling activities. Next year those sales will be incorporated in the new company to be set up with Glaxo Group, Ltd. (see *C. & D.*, August 14, p. 153). It is confidently expected that the new wholesaling arrangement with the Glaxo Group will result in improved profitability. In the BDH Group accounts for 1966, what has previously been shown as trading profit from wholesale activities will become invest-

ment income from the 50 per cent. holding in the new company. In view of its size compared with the remainder of the group, the board is considering how the investment can be clearly shown in the group's published accounts in future years.

## BUSINESS CHANGES

**MR. W. D. EMMETT, M.P.S.,** has opened a pharmacy at 3 The Triangle, Upton Cross, Poole, Dorset.

**ASPRO-NICHOLAS, LTD.,** have installed Telex in their plant at Bath Road, Slough, Bucks (No. 84388).

**WORTH PERFUMES, LTD.,** have removed to Magnolia House, 160 Thames Road, London, W.4 (telephone: Chiswick 2372).

**CARLO ERBA, S.p.A.,** Milan, have established a major subsidiary, Carlo Erba (U.K.), Ltd.—to manufacture and market the parent company's "ethical" and veterinary products. (Another subsidiary of the Carlo Erba group has already been set up in the United Kingdom to market a range of cosmetics). The address is: 88 Lewisham High Street, London, S.E.13 (telephone: Lee Green 7486).

## Appointments

**WELLCOME FOUNDATION, LTD.,** Euston Road, London, N.W.1, have appointed Mr. T. R. Brabazon their secretary. Assistant secretary is Mr. J. D. Spink, M.P.S.

**HILTON - DAVIS CHEMICALS, LTD.,** Fawdon, Newcastle-upon-Tyne, appointed Mr. W. J. Tester their sales manager. Hilton-Davis Chemicals, Ltd. are associated with Hilton-Davis Chemical Co., Cincinnati, U.S.A.

**PROCTER & GAMBLE, LTD.,** Newcastle-on-Tyne, have appointed Mr. S. H. Groves manager of their industrial soaps and chemical products division. Mr. Groves is succeeded as manager of bulk specialities department by Mr. T. A. Spybey, while Mr. D. T. Malpass is appointed to a new post of sales service manager.

**LONDON RUBBER INDUSTRIES, LTD.,** Hall Lane, London, E.4, a member of the London Rubber Co. Group, have appointed Messrs. P. Williams and D. I. Russell sales representatives. Mr. Williams takes over part of the Monmouth, South and North Wales area; Mr. Russell takes over from the company's representative Mr. C. Chapman, who covered S.W. Scotland. Mr. Chapman's new area comprises Bedford, Cambridge, Huntingdon, Norfolk and Northampton.

THE chemicals and plastics group of the Distillers Co., Ltd., state that Mr. P. C. E. Kirby (formerly general manager, Distillers Plastics Services, Ltd.), has been appointed general manager, overseas associated companies department of the division. He is assisted by Dr. R. J. S. Matthews, who has been appointed manager (operations) in the department. Mr. R. P. Jones has been appointed secretary of the division and Mr. A. M. S. White has been appointed planning manager of the export department of the division.



**DISTA PRODUCTS, LTD.**, Liverpool, have announced the following appointments:—Mr. T. H. Hughes, M.P.S. (district manager for Scotland and Northern England), has accepted an appointment in the marketing division at Speke. He will be replaced as district manager by Mr. W. M. R. Henderson

Superintendent Chemists in 1959-60 and 1960-61. He started his Co-operative career in 1936, and in 1939 was appointed superintendent chemist at Dartford.

## OVERSEAS VISITS

**MR. D. M. MOREAU** (managing director, Syntex Pharmaceuticals, Ltd., Maidenhead, Berks), is in Australia for talks which will lead to the appointment of an Australian distributor for the new range of pharmaceuticals to be manufactured and marketed by Syntex Pharmaceuticals, Ltd. Mr. Moreau will also visit New Zealand for similar talks, before calling at the parent company's headquarters in Mexico City.

## DEATHS

**BAYS.**—On October 13, Mr. Harold Bays, M.P.S., 258 Ings Road, Hull, Mr. Bays qualified in 1923. *Mr. E. A. Brocklehurst* writes:—

Hull pharmacy recently suffered its third serious loss in a few months when Mr. Harold Bays died suddenly on October 13. Harold Bays, who qualified at "the Square" in 1923, was in business at 45 Witham, Hull, and spent most of his professional life in the service of his fellow pharmacists. Twice (1938 and 1961) he was chairman of the Hull Chemists' Association and Hull Branch of the Pharmaceutical Society, and from 1950 he was the secretary of the Hull Pharmaceutical Committee. At the time of his death he was the senior member of the Hull Executive Council. Possessed of sound judgment and a kind and generous nature, the good friend and counsellor of the contractors in the area, his opinion and advice was always readily accepted in the many problems which arose, and it will be quite impossible to replace him in any of the offices he held. A past-president of Holderness (Hull) Rotary Club, he was active in all matters of social service, and a keen supporter of many charitable organisations. The moving tribute paid to him at the funeral service was echoed in the hearts of his many friends from all walks of life who were present. Harold Bays gave all he could to his fellow men and we are grateful for his many years of service and for his friendship. To his widow and family our sincere sympathy is extended.

**BURGESS.**—On October 10, Mr. John Stanley Frank Burgess, M.P.S., 99 Brighton Road, Newhaven, Sussex, aged sixty.

**CHANCE.**—Recently, Mr. Dudley Graham Chance, M.P.S., 13 Chestnut Avenue, Priory Estate, Dudley, Worcs. Mr. Chance qualified in 1958.

**CHAPMAN.**—On September 23, Mr. Marcus Walter Chapman, M.P.S., The Haunt, Smugglers Walk, West Worthing, Sussex. Mr. Chapman qualified in 1938.

**COOPER.**—On October 8, Mr. William Cooper, F.P.S., 25 Embercourt Drive, Backwell, Bristol. Mr. Cooper was educated at King Edward's School, Bath, and received his professional education at the Bath and West of England College of Chemistry and Pharmacy after serving his apprenticeship

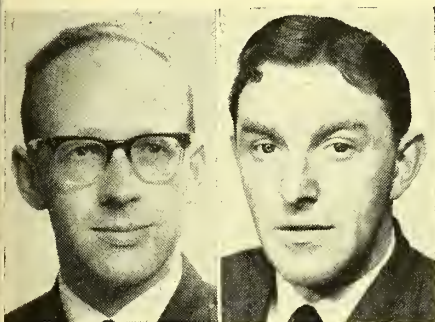
with Messrs. Tylee and Cooper of Bath. He qualified in 1912 and passed the Pharmaceutical Chemists Examination and was awarded the Pharmaceutical Society's Bronze Medal in 1913. During the 1914-18 war he served in France with the Special Branch of the Royal Engineers, and on demobilisation in 1919 joined the teaching staff of the Bath College, which was absorbed by the Merchant Venturers' Technical College in 1929. On the retirement of Mr. D. J. Williams in 1946 he was appointed head of the Bristol school of pharmacy, and held that post with distinction until the normal age of retirement. *Mr. G. H. Moore* (principal, Bristol College of Science and Technology writes:—William Cooper will be remembered with warm affection by many pharmacists and others who have known him either as teacher or as professional colleague. Former students will recall his genius as a teacher and his skill in finding an apt analogy to press home a difficult point. Still fresh in the memory will be occasions when a stupid mistake or careless action has brought forth a caustic comment to the discomfiture of the unfortunate student and the joy of the rest of the class. Both students and colleagues will remember his many kindnesses, his personal integrity and his concern for maintaining high standards of professional conduct. The present school of pharmacy owes much to his leadership as head of the former department during a most difficult period, and he will be remembered with D. J. Williams as one of the pioneers of pharmaceutical education in the West Country. He had always taken an active interest in the affairs of the local branches of the Pharmaceutical Society and served the Bath Branch as joint honorary secretary from 1925-27. He later joined the Bristol Branch and served as chairman in 1952-53, and again in 1956-57 when the British Pharmaceutical Conference was held in Bristol. He was elected to the Council of the Society in 1954 for a period of three years, but did not seek re-election owing to the pressure of his other duties. Mr. Cooper's professional career spanned the period from the earlier days of pharmaceutical education in the West Country to the emergence of pharmacy as a university discipline in its own right and in this transition he played a worthy part.

**DEMPSTER.**—At Victoria Hospital, Kirkcaldy, Fife, on October 17, 1965, Mr. George Dempster, M.P.S., 233 St. Clair Street, Kirkcaldy. Mr. Dempster qualified in 1923.

**ELLIS.**—On September 18, Mr. Alexander James Manson Ellis, M.P.S., 67 High Street, Banff. Mr. Ellis qualified in 1920.

**PITTILO.**—On October 9, Mr. Andrew Gilmore Pittilo, M.P.S., 9 Park Place, Kirkcaldy, Fife. Mr. Pittilo qualified in 1907.

**SUMMERS.**—On September 29, Mr. Robert Henry Summers, M.P.S., 21 Kingston Road, Taunton, aged fifty-five. Mr. Summers qualified in 1931 and was chairman of the Somerset Branch of the National Pharmaceutical Union and of the Taunton Pharmacists' Association.



Mr. D. W. McClay.

Mr. T. H. Hughes.

(formerly representative in Glasgow and South-west Scotland). The company also announce that Mr. D. W. McClay, M.P.S.N.I. (representative for Northern Ireland), has been appointed to the position of field supervisor for Eire and Northern Ireland.

## PERSONALITIES

**MR. ERIC D. TWEEDALE, M.P.S.**, 139 Nantwich Road, Crewe, has become president of Crewe Music and Arts Society.

**MR. WILLIAM L. ALEXANDER, M.P.S.**, Sleaford Road, Boston, Lincs, who for a number of years was proprietor of Bailey & Alexander, chemists, Strait Bargate, Boston, has retired. A native of Boston, Mr. Alexander was apprenticed on leaving school to E. A. Bailey but in following year went into the Army, from which he was invalided out after having been wounded twice. Before the end of the 1914-18 war he had returned to France as a civilian and was working with a pharmacist in Paris, where he remained for about three years. In 1922 he went into partnership with Mr. Bailey, and on his partner's death in 1942 became proprietor. He was a magistrate for a number of years, was for ten years chairman of the Lincolnshire Branch of the Pharmaceutical Society, and has held office in a number of other local bodies.

**MR. ARTHUR LONG** (superintendent chemist of Blackpool Co-operative Chemists, Ltd.), has been appointed to succeed Mr. C. AMOS, who is retiring as manager of the Co-operative Wholesale Society, Ltd.'s drugs works at Droylsden, Manchester. Mr. Amos, who retires on November 13, has been with the C.W.S. for thirty-five years. Mr. Long's duties will include those of marketing officer and he will work closely with two new committees that are being set up with the aim of organising the maximum national buying power for pharmaceutical and allied products (see C. & D., October 16, p. 380). Mr. Long has been superintendent chemist at Blackpool for nineteen years, and was president of the National Association of Co-operative



## SOAP AND DETERGENTS PRICES

### National Board calls for "freeze"

THE prices of soap products ought not to be increased before the end of 1966, unless there is an apparently lasting rise in material costs. Neither should there be any increases in the prices of synthetic powders or liquids before the end of 1966. Manufacturers should aim at reducing the prices of powders to the consumer. The practice of recommending prices to the retailer should be terminated.

Those are recommendations of the National Board for Prices and Incomes in its report No. 4 ("Prices of Household and Toilet Soaps, Soap Powders and Soap Flakes, and Soapless Detergents" (H.M. Stationery Office, price two shillings), after investigating price increases of 8-12½ per cent. for soap products and soapless detergents. The increases in the prices of soap products the Board found were justified by the sharp increases in costs, and a part of those cost increases was absorbed by the manufacturers at the expense of their profit margins. However, the increase in the price of synthetic powders was greater than was justified by the immediate movement in the costs of such products alone, and was regarded in part as compensation for the falling margins on soap products.

#### "Highly Competitive"

The Board concludes that the industry is highly competitive, but states that competition is reflected only in part in price, and that the consumer would benefit if the competition on price could be increased, at the expense, if need be, either of outlays on advertising and promotion or of profit.

"The companies should be invited to consider, in the light of their respective competitive positions, whether there are areas where they can embark now on more competitive price policies."

The Board did not concern themselves with soap products and synthetic detergents used outside the home, nor with household scourers. The total value of the retail sales of the goods under reference was of the order of £100 millions a year, the proportion of each product group in the total being broadly as follows:—Hard soap and flakes, 10 per cent.; soap powders, 30 per cent.; toilet soap, 15 per cent.; synthetic powders, 30 per cent.; synthetic liquids, 15 per cent.

The soap and detergents industry is dominated by two large companies. Lever Brothers and Associates, Ltd., is a wholly owned subsidiary of Unilever, Ltd., the United Kingdom partner in the Unilever Group, and is responsible for manufacturing, selling and distributing soaps and detergents in the United Kingdom; Procter & Gamble, Ltd., which until 1962 traded as Thomas Hedley & Co., Ltd., is a wholly owned subsidiary of the Procter & Gamble Co., which was incorporated in the United States of America.

In terms of retail sales value, the two organisations supply about 85 per

cent. of the market for hard soap, over 95 per cent. of the market for soap flakes, soap powders and synthetic powders, and well over half of the market for synthetic liquids. In those markets there are relatively few competing firms, except in the case of synthetic liquids, where there are a number of competitors, including three or four with a significant share. In toilet soaps, Lever Brothers have over 40 per cent. of the market, Colgate-Palmolive, Ltd., Cussons Group, Ltd., and Procter & Gamble divide another 35 per cent. or so between them, and the rest of the market is covered by approximately 150 small producers, many of them specialising in more expensive types of soap.

#### Rate of Increase of Market

In general, it would seem that the total market for soap and detergent products has been increasing at something like 2 or 3 per cent. a year.

The Board states "The major companies in this industry have continually striven to improve manufacturing productivity. . . . Extensive use has also been made of modern methods. . . . Industrial relations are generally excellent and trade disputes infrequent. The quality of management is impressive."

After reviewing the changes in the recommended prices of representative brands between 1960 and 1964 the Board states "it has been suggested to us that on average soap and synthetic detergent products are retailed currently at something like 3 per cent. below the recommended price." Raw material and packaging material costs together constitute about 50 per cent. of the companies' net selling price of soap products, i.e. excluding dealers' margins. Tallows and vegetable oils are the main raw materials; their proportion of total material costs, including packaging costs, ranges from about 40 per cent. in soap powders to 55 per cent. in toilet soaps, and from 70 to 80 per cent. in hard soaps and flakes. "Thus total costs are highly sensitive to changes in the prices of tallows and oils."

In practice, the costs of raw materials used for synthetic detergents have increased far less in the period under review than those for soap.

Their ability to take full advantage of the economics of large scale marketing was probably the key to the dominant position held by Lever Brothers and Procter & Gamble in the market. The housewife appears to be attracted by "special offers" of large but short-lived price reductions, by plastic daffodils and dusters; but she is relatively impervious to smaller lasting price reductions or to a genuine addition to value for money such as is offered by bigger quantities for the same price.

In 1964 the cost to the two market leaders of advertising all their products under reference was around 12 per cent. of their total net selling price; a further 6 per cent. was accounted for by promotional expenditure. The

importance of advertising and promotions was not the same in all types of soap and synthetic products: their combined costs ranged generally between 12 per cent. and 25 per cent. of net selling price but were exceptionally as high as 30 per cent.

The Board says "There is no doubt that advertising and promotion have important and useful functions and that the soap and detergent companies are amongst the most effective practitioners in British industry of these techniques and marketing generally. There is equally no doubt that expenditure on advertising goes beyond the level needed for simply informing the consuming public of the choices open to it. Each company's advertising budget may be determined as much by the actions of its competitors as by the needs of the consumer. In television advertising, for example, which in the case of the two major companies accounts for £8 millions out of the £9.25 millions spent by them on advertising, there is a very close correspondence between the efforts and total spending of the two companies on the main product lines. This seems to indicate that a significant part of each company's expenditure is designed to ensure that the other company does not steal an advantage."

In 1961 the two companies agreed to a voluntary limit on advertising. The agreement broke down within a year, due mainly to the uncertainties in the minds of each company about the competitive intentions of the other, particularly with regard to new products. The Board consider a proposal for reviving the earlier voluntary agreement to be impracticable. "We expect that, in the light of our conclusions about the need for stable prices, the companies will exercise restraint over the whole of their expenditure on advertising and promotion," the Board states.

Following the publication of the report, Lever Brothers issued a statement accepting the board's four recommendations. It said that unless their costs were increased by Government action, or unless, so far as soap products were concerned, there was an upward movement in raw material costs such as the Board described, they would not increase the prices of their soap products before the end of 1966. Procter and Gamble are understood to have given a similar undertaking.

## PURCHASE TAX

### More "essential" drugs exempted

THE Commissioners of Customs and Excise have made the Purchase Tax (No. 3) Direction 1965 which temporarily exempts further "essential" drugs and medicines from tax. The additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1964, which are operative from October 19, together with the equivalent proprietary, where known, are given below:—

#### ADDITIONS, HEAD I

Aqueous solutions of dimethyl sulphoxide prepared solely for veterinary purposes;

To the entries listed as substances pre-



pared for use by injection, the following:— aqueous solutions containing one or more of the following substances:— inorganic electrolytes, sodium citrate, sodium lactate, dextrose and laevulose, whether containing a preservative or not.

#### ADDITIONS, HEAD II

Bunamidine hydrochloride;  
Carbinoxamine maleate, mixed with ephedrine hydrochloride and pholcodine [Davenol];  
Iodinated casein, prepared for stimulating milk production in cattle and pigs;  
Pericyazine [Neulactil];  
Povidone-iodine, prepared for surgical use [Betadine];  
Vincristine sulphate [Onavin].

#### ADDITIONS, HEAD III

Frusemide [Lasix];  
Isoaminile, and salts thereof [Dimyrl];  
Malic acid, partly or wholly esterified with proylene glycol, mixed with benzoic acid, malic acid and salicylic acid [Aserbine];  
Methixene hydrochloride [Tremonil];  
Nortriptyline, and salts thereof [Allegron, Aventyl];

Propiomazine maleate [Indorm];  
Propranolol hydrochloride [Inderal];  
Stanozolol [Stromba].

#### EXTENSIONS, HEAD II

The entry relating to "oxyphenisatin diacetate" is amended to "oxyphenisatin, and its diacetate."

#### EXTENSIONS, HEAD III

The entry relating to "p-aminobenzenesulphonamide . . ." is amended to "p-aminobenzenesulphonamide, salts of p-aminobenzenesulphonamide, derivatives of p-aminobenzenesulphonamide having any of the hydrogen atoms of the p-amino

group or of the sulphonamide group substituted by another radical, salts of such derivatives and preparations of those substances with pectic and kaolin;"

The entry relating to "chlorcyclizine . . ." is amended to "chlorcyclizine hydrochloride, cyclizine hydrochloride and cyclizine tartrate;"

The entry relating to "iodochlorhydroxyquinoline" add "whether or not mixed with flumethasone pivalate and titanium dioxide."

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to the Direction.

## CONTROL OF MALE FERTILITY

### Oliver Bird lecture in London

"IF we did not have reasonably satisfactory methods for the control of fertility in the female, we would now be using the methods known for the male," said Dr. C. G. Heller (Pacific Northwest Research Foundation, Seattle, Washington), when he delivered the 1965 Oliver Bird Trust lecture in London on October 19. Speaking on "The Control of Fertility in the Male," he

said that no medical speciality comparable with obstetrics and gynaecology existed for the study and treatment of reproductive ills in the male. In the barren marriage, the female partner was usually exhaustively examined first, and the responsibility for limiting family size had also been placed upon her. It was she who was supposedly "motivated" and should take "the pill." But the male was more than willing to participate in resolving either the problem of the barren marriage, or of limiting family size—both on economic and social grounds.

The study of the reproductive system of the human male was far advanced over the study of female reproduction. The male gonads were external where they could be palpated and easily biopsied, whereas the female organs were hidden and could only be examined at great risk, and then only occasionally. Also the male's fertility potential was readily assessed, even during illness or hormone and drug administration, by observing the sperm in the seminal fluid.

Dr. Heller then reviewed the substances that have been investigated for male fertility control. (Estrogens, or oestrogen-progestin combinations, had the effect of stopping the production of gonado-trophic hormones by the anterior pituitary gland, leading to a failure of the Leydig cells in the testes and cessation of spermatogenesis.

The sperm count fell to zero only after a lag period. If the drug was stopped, a rebound to higher counts occurred—similar to the increase in fertility seen in females who stopped taking "the pill." However, although effective, the oestrogens were not acceptable for use because they caused feminisation and a decrease in libido and sexual potential. Norethandrolone (Nilevar) was an orally active anabolic agent that caused less damage than the oestrogens, was not feminising, and did produce male climacteric symptoms. It too acted on the pituitary gland and produced the rebound effect when administration was stopped—a property utilised in barren marriages.

Testosterone was partly converted to oestrogen in the body and had effects similar to those of oestrogen, but there was a clinical difference in that its administration allowed normal sexual activity. The disadvantages were that

## DOCTORS' PAY

### Second Report on Negotiations

THE Government's proposals for a new contract for general practitioners is contained in the second report (recently issued) on negotiations between the Minister of Health and representatives of the practitioners. The proposals include a modified capitation scheme with basic practice allowance for principals providing unrestricted services. Additions would be made for practices in unattractive areas, for doctors practising in groups and for seniority, experience and special qualifications. Part of the basic allowance would be for holiday and study leave (an average of six weeks a year). In addition to the basic allowance there would be a capitation fee for all services other than those at night and at weekends. The rate for elderly patients would be about one-third higher than for other patients. For week-end and night work a stand-by payment would be added to the basic allowance and a supplementary capitation fee would be paid for lists in excess of 1,000. For visits requested and made between midnight and 7 a.m. a uniform fee is suggested. Additional payments are proposed for doctors who attend courses of post-graduate training, and for providing maternity services and such other facilities as cervical smears, vaccinations and immunisations.

#### Direct Reimbursements

The Government is also putting forward a scheme for 100 per cent. direct reimbursement of rent and rates for surgery premises, payment for locums engaged during a doctor's sickness, and payments towards the cost of ancillary staff according to the scheme outlined in the first report (C. & D., June 5, p. 573). Introducing the report on October 12, the Minister said that the

present rural practices scheme is being continued, but that it will be reviewed within the next three years. Salaried contracts are being offered to selected groups of doctors as soon as a satisfactory method can be worked out.

Items in the "doctor's charter" that remain to be negotiated include terms of service, service-committee procedure, superannuation, compensation, and access to hospital diagnostic services.

The proposals have now to be sent to the Review Body for pricing. Before that is done the general medical services committee of the British Medical Association is ascertaining by ballot (it is hoped by early November) whether doctors want it done. A further ballot will be taken after pricing. If that proves satisfactory, the contract is likely to be implemented by April 1, 1966.



The Minister of Health (Mr. Kenneth Robinson) addresses the Executive Councils' Association on the doctors' pay negotiations. In the chair is Mr. Harry Steinman, M.P.S.



repeated injections were necessary and the compound was expensive.

Numerous advantages were claimed for the diamines, which acted on certain cells in the germinal epithelium. They were cheap, effective orally, certain in their results, and non-toxic. They did not inhibit the Leydig cells or anterior pituitary function, and there was no rebound phenomenon. In fact they looked ideal, except that, if the subject took alcohol, he would almost immediately get flushing, tachycardia, perhaps vomiting and other reactions like those seen with Antabuse. Clomiphene also was effective in some instances, but the speaker produced

evidence that, in other individuals, it actually increased fertility. The drug increased gonadotrophin excretion, and Leydig cell numbers, and stimulated the latter.

The last compound mentioned by Dr. Heller was medroxyprogesterone acetate (Depo-Provera) which, with a single injection, caused long-term depression of the seminal output of spermatozoa, though its method of action and side effects remained unknown.

In order to investigate the compounds it was necessary to know more about the kinetics of spermatogenesis and Dr. Heller described work directed at establishing the timing of its various

stages. Such work involved the use of tritiated thymidine which was found to be taken up only by cells in the early stages of development, so allowing their progress to be followed. Radiation had also been used in the study. A dose of 200-300 r. had been found to produce a drop to zero in the sperm count after the first forty-six days. That was shown to be due to the fact that only cells before the resting spermatocyte stage were affected, so that cells beyond that stage went on to maturity. Any potential use of radiation as a means of reducing male fertility would need to take account of the possibility of mutation after recovery.

## MANUFACTURERS' ACTIVITIES

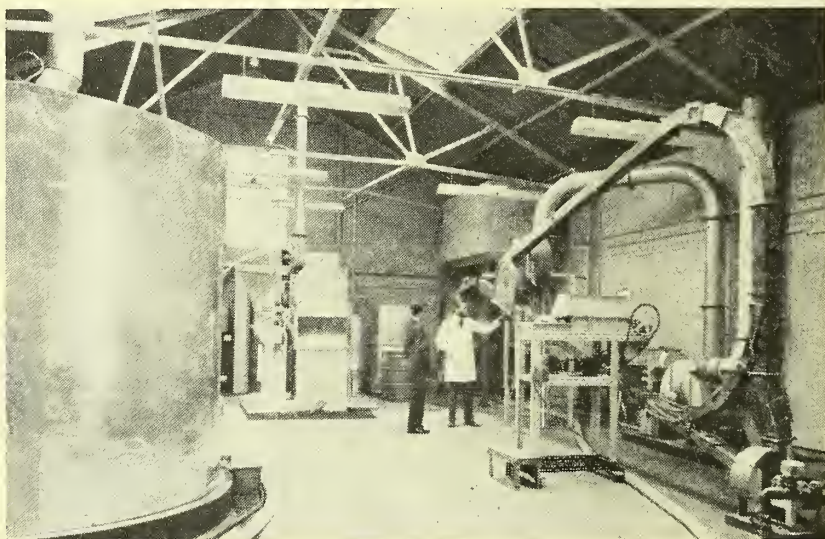
**Test and Demonstration Centre.**—The engineering division of F. W. Berk & Co., Ltd., has established a test and demonstration centre at Park Avenue, North Circular Road, London, N.W.10. The centre is being used to determine the suitability of customers' materials for the various drying, grinding and conveying systems offered by the division, and for development work on the systems themselves.

**Packaging Service Expanded.**—Dista Products, Ltd., Speke, Liverpool, is to replace the parent organisation of the Lilly group of companies in Indianapolis, U.S.A., as packaging control and advice service for group companies in France, Germany, Italy and Spain dealing with pharmaceutical, animal health and crop products. The existence of trained and qualified personnel at Dista, plus the geographical convenience of a European co-ordinating centre, has led to that new responsibility.

**Re-sellers Visit Formic-acid Plant.**—Sixteen representatives of the recently appointed nation-wide network of Distillers Co., Ltd., formic-acid resellers paid a visit recently to the company's plant at Hull. The visit is the second made by resellers of acids at the company's industrial solvents division. Package quantities of the various grades of formic acid are supplied and serviced by resellers, bulk customers being supplied direct. A training session in the plant's new training centre included talks given by D.C.I. technical staff on the handling, sampling and analysis of formic acid.

**Sales Conference.**—At a sales conference of the Gerber division of Brown & Polson, Ltd., in Birmingham recently, Mr. K. Jamieson (sales manager) said that the company's brand share of the baby food market was now 15 per cent. "The total market is divided between chemists and grocers, with 34 per cent. of the business going through chemists and 66 per cent. through grocers. The big feature of both types of outlet is the increasing amount of business done by multiples. 39 per cent. of the chemist baby food trade is done by multiples and in the grocery field, 46 per cent. Behind that story lies the big switch to self-service."

**Higher Status for Workers.**—Imperial Chemical Industries, Ltd., have agreed with certain trade unions on a scheme to increase productivity and give higher status to manual workers. The

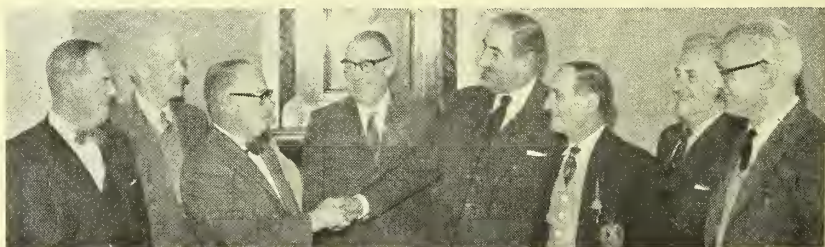


TEST CENTRE: Equipment at test and demonstration centre set up by F. W. Berk & Co., Ltd.

workers will receive an annual salary, paid weekly. Their employment becomes subject to one month's notice, whilst those with three year's service are to be entitled to up to six months' full pay during sickness. The agreement is being introduced initially to four of the company's plants and if successful will then be extended to other plants.

**Twentieth-anniversary Exhibition.**—Celebrating this year the twentieth anniversary of its foundation, the advertising agency Young & Rubicam, Ltd., staged at its headquarters in Hampstead Road, London, N.W.1, an exhibition "Advertising and Society

1945-65." The exhibition has aimed at showing main social changes since 1945, and how advertising has helped to bring them about. The company's managing director (Mr. Walter H. Smith) said at the opening that a "communications explosion" is taking place. Already it is possible to transmit a television programme to most of Europe and Latin America. Soon it will be possible to reach the Far East, New Zealand, and Australia in the same way. But as the world shrinks non-verbal communication will become progressively more important. For advertisers that means increasing use of visual images.



FAREWELLS: When Mr. George H. Spittal, formerly manager of the Edinburgh branch of T. & H. Smith, Ltd., recently retired from Edinburgh Pharmaceutical Industries, Ltd., Edinburgh, after forty-three years' service, a group of his colleagues in the company and its associate company, Macfarlan Smith, Ltd., gathered to present him with farewell gifts and wish him a long and happy retirement. In the picture are Messrs. G. Black, A. Wallace, G. Spittal, A. Carnall, A. Forsyth (managing director), F. Hastings, W. Watson and A. Davies.



## NEW PRODUCTS AND PACKS

### PHARMACEUTICAL SPECIALITIES

**In Improved Pack.**—Smith, Miller & Patch, Ltd., Oxford Works, Worsley Bridge Road, London, S.E.26, announce that orders for their ophthalmic speciality Vasosulf (sulphacetamide sodium 15 per cent.) are now being supplied in a new Unadrop pack of 15 c.c. at no increase of price. The 5-c.c. size of the product is discontinued. Vasosulf is available from the company's distributors, Fassett & Johnson, Ltd., at the same address.

### OVER-THE-COUNTER MEDICINALS

**Dry Cough Treatment.**—P. H. Gallo-way, Ltd. (an associate of Eucryl, Ltd.), Oakley Road, Southampton, have introduced a new dry cough treatment, Allay, described as a cough syrup combining pholcodine with ephedrine. Allay is supplied complete with plastic dosage spoon.

**Cough and Cold Treatments.**—Phillips, Scott & Turner Co., 2 St. Mark's Hill, Surbiton, Surrey, have brought out a new combined treatment for coughs and colds—new improved Coldrex. The formula now includes noscapine, terpin hydrate and caffeine in combination with paracetamol, phenylephrine hydrochloride and vitamin C.



Retail margins are maintained, and the manufacturers point out that, the formulation being now exempt from purchase tax, cash profit per doz. is increased. Messrs. Phillips, Scott & Turner are also introducing a new "twin-capsule" Coldrex aimed at people "who want to hit at colds in the early stages." The new Coldrex has been given a colourful pack of slim new shape in green and red. Each dose is a pair of differently coloured capsules, taken two at a time because, for stability reasons, their ingredients must be kept separate. One pair of the capsules is visible through a window in the packet.

### FOODS

**Now on National Basis.**—H. J. Heinz Co., Ltd., Hayes Park, Hayes, Middlesex, advise that the following baby foods are now launched on a national basis:—Strained foods in jars: strained pineapple with rice, 4½-oz., strained vegetables and liver broth, 4½-oz.; junior foods in jars: macaroni and

chicken, 6-oz.; baby foods in cans (3-oz.): strained bone and vegetable broth, egg custard with rice, and vegetable and beef broth.

### COSMETICS AND TOILETRIES

**"Frosty" Make-up.**—Revlon International Corporation, 86 Brook Street, London, W.1, have produced a new "frosted" blush-on make-up—frosty peach, frosty pink and frosty white.



**Creme Sachet Perfume.**—Youth-Dew creme sachet perfume, newly launched by Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, is described as "the very essence of pure concentrate." It is available in a small case of mother-of-pearl. An associate product Youth-Dew spray shower oil is "formulated with the same fabulous ingredients as Youth-Dew bath oil."

**Eye Cosmetics.**—Eylure, Ltd., 60 Bridge Road East, Welwyn Garden City, Herts, have introduced five additions—Spy-eyes—to the Eylure range of eye cosmetics, described as "the most glamorous look for now, dramatic but subtle."



Among new products Shadoliner is a cake eye-liner in new large-size pack in black, charcoal, dark brown, mid brown, blue/black or green/black. Shadomatte, a powder shadow, is available in ten colours. A new soft eyebrow make-up, Shadobrow, comes in its own compact with mirror and sable brow-brush, and is available in charcoal, dark brown or light brown. Eylight, claimed a completely new kind of eye cosmetic, is a pearl overseen that may be worn on its own or over Shadomatte. A folding eye-liner brush folds into its own case.



**New Men's Range.**—Beecham Toiletry Division, Great West Road, Brentford, Middlesex, are launching nationally a new Brylcreem range of men's toiletries. The range is designed, say the makers, as a series of thoroughly masculine products fulfilling essential and useful functions, sold at sensible prices and backed by heavy and continuous advertising. It comprises single packs of after-shave and pre-shave lotions,

deodorant Cologne, lather cream shave, foam shave and shampoo. Six gift coffrets are available presenting various combinations.

**MEN'S TOILETRIES—A NEW SERIES:** New Brylcreem range (Cologne, lather shaving cream, foam shave, hair cream, after-shave and pre-shave) of Beecham Toiletry Division).

**A Range of Toiletries.**—W. B. Cartwright, Ltd., Rawdon, Leeds, have introduced a new range of toiletries, the Lady Gay 1970 Tender Touch series, comprising hair spray, talcum powder, splash Cologne and splash lavender.

**"Masculine Options" in Fragrance.**—The toiletries for men of Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1, now offer a selection of four fragrances. The new entry is "Classic Cologne," described as a "sophisticated scent with fresh citrus top notes and a deepened base that makes it unusually long lasting." In the "Classic Cologne" range are a hair cream, shaving cream, and Cologne.

**Make-up Collection.**—Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, offer a complete collection of make-up "for moderns." The collection focuses attention on "smoky, smouldering eyes and a ripe rounded mouth set against a beiged-ivory skin." It includes French creme translucent powder base, translucent face powder, shadow-light stick and contour brush.

**Foam Soap and Toy.**—Described as a "toy that cleans," a new product "Crazy Foam," launched by Allspray, Ltd., is a foam soap in novelty pressurised container. "Crazy Foam" is a stiff mild soap foam that bounces, moulds, floats, decorates and cleans. It is non-staining and non-messy and the caps may be kept and used as toys (puppets, skittles, totem poles, etc.).

The product is claimed "the mildest and safest soap being non-toxic, non-stinging to the eyes and non-detergent."

**CLEAN FUN WITH FOAM:** Novelty pressurised containers of new "Crazy Foam" (the toy that cleans) and (right) the foam from one can.



## TRADE NOTES

**Change of Agent.**—A. D. Perrie Distributors, Ltd., 8 Rutland Street, London, S.W.7, have taken over the agency for the Jean Dessès perfumes (*Celui* and *Kalispera*).

**Discontinued.**—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, have discontinued issuing Caladryl cream (veterinary) in tube of 1½ oz.; Panteric tablets (CCT503), 1,000; Citralka, tablets, effervescent, twenty-five.

**Price Changes.**—Macarthy's, Ltd., Chesham House, Chesham Close, Romford, Essex, announce that, with effect from November 1, the price of single doses of vaccine lymph (Lister) becomes 3s. each net, containers of ten single doses 20s. net.

**Surcharge Reduced.**—Rona Laboratories, Ltd., 12 Molyneux Street, London, W.1, having disposed of the stocks of Glucophage on which they had been compelled to charge customers the 15 per cent. surcharge on imports, have reduced the prices of the 1,000, 500 and 50-tablet packs.

**Agency for a Swiss Manufacturer.**—Ralph N. Emanuel, Ltd., 4 Gasworks Road, Reading, Berks, have been appointed sole United Kingdom distributors for Fluka, A.G., Buchs, Switzerland, manufacturers of fine and research chemicals. A new catalogue is being made available early in New Year 1966.

**Available in Britain.**—Tabac toiletries for men are now available in the United Kingdom through E. G. Perrot & Co., Ltd., 160 Thames Road, Chiswick, London, W.4. The range comprises soaps, Cologne, pre-shave and after-shave lotions, talc, deodorant, shaving stick, shaving bowl, shaving cream and gift sets.

**Baby Food Prices Up.**—Gerber division of Brown & Polson, Ltd., Claygate House, Esher, Surrey, announce that owing to an increase in raw-material costs, recommended retail prices for pears and pineapple, apple-sauce and apricots and apple-sauce strained foods, and pears and pineapple and peaches junior foods are to be from November 1, 1s. and 1s. 4d. respectively.

**National Now.**—After proving its success in the Southern T.V. area, Toni Casual ("the new natural hair colour that won't wash out") is now being advertised nationally. There are only six shades, "enough to give a complete colour choice, but space-saving and easy to display." Pack is an applicator bottle with nozzle. Makers are the Toni Co., Hawley Lane, Farnborough, Hants.

**Wholesaling Discontinued.**—J. Waterhouse & Co., Ltd., Church Street, Old Square, Ashton-under-Lyne, Lancs., state that, owing to the recent extensive fire at their premises, they have discontinued their service as wholesalers. Manufacturing facilities were not badly affected, and production is again in progress of Nurse Sykes' powders and tablets, Rhuaka digestive syrup and frangula, Rhuaka tablets, Nurse Sykes' bronchial balsam and all other specialities processed and packed

by the company, as well as a range of bulk chemicals, detergents and disinfectants.

**Exempted from Tax.**—Under section 17(3) of the Purchase Tax Act, 1963, the following specialities have been exempted from purchase tax:—Lasix tablets and injection (HOECHST PHARMACEUTICALS, LTD.), Aserbine cream and solution for burns and varicose ulcers (HORLICKS, LTD., Slough, Bucks), Inderal tablets and injection (IMPERIAL CHEMICAL INDUSTRIES, LTD., pharmaceuticals division, Alderley Park, Macclesfield, Ches), Davenol (4 and 40 fl. oz.) and Indorm tablets (10 and 100) (JOHN WYETH & BROTHER, LTD., Taplow, Maidenhead, Berks), and Aventyl (nortriptylene hydrochloride) Pulvilles

## LATE CHRISTMAS GIFTS

SINCE the two illustrated reviews of Christmas gifts were published (*C. & D.*, September 4, p. 227 and October 9, p. 364) news has come in of other special packs.

**Photographic Gift Outfits.**—Agfa, Ltd., 27 Regent Street, London, S.W.1, offer a number of gift outfits containing Rapid cameras, accessories and films in presentation cartons.

**Festive Twin-pack.**—For sale as Christmas gifts Quickies cleansing and face-cream pads have been linked together in a festive carton at no extra charge. Distributors are Fassett & Johnson, Ltd., London, S.E.26.

**Camera, Case and Flash-gun.**—Luminos, Ltd., 1 Belsize Crescent, Hampstead, London, N.W.3, offer a Christmas-sleeved box containing Baldessa standard camera, Ever-ready case and Ising Trabant 1 capacitor flash-gun at a saving to the customer of 19s. 11d.

**Perfume Atomisers.**—The Step atomisers in glass, cutglass, crystal, gilt, Limoges china, etc., which carry a two-year international guarantee, are distributed in the United Kingdom by E. M. Douek & Co., Ltd., 18 Baker Street, London, W.1.

**Gay Coffrets.**—Guerlain, Ltd., 42 Conduit Street, London, W.1, state that their coffrets have "gone very gay,"



with a contemporary design in cyclamen, gold and navy blue on a pale blue background. The one illustrated contains Cologne and talc in *Chant d'Aromes*, *Mitsouko*, *L'Heure Bleue* or *Vol de Nuit* and is priced at 37s.

**Photographic Christmas Greetings.**—For customers who bring in (until

and liquid (ELI LILLY & CO., LTD., Basingstoke, Hants).

### Competitions

**"Millionaire Baby" Contest.**—First prize is £1,000 and there are fifty runners-up prizes of £100 each, plus free nursery-rhyme records in a "millionaire baby" contest organised by H. J. Heinz Co., Ltd., Hayes, Middlesex. Each entry means a sale by the retailer of six Heinz baby foods.

### Bonus Offers

EGGAR, FORRESTER INTERNATIONAL, LTD., Rodwell House, Middlesex Street, London, E.1. Bio-ped. Discount of 7s. on order for outer of twelve accompanied by cash. Until November 13.

TONI Co., Hawley Lane, Farnborough, Hants. Casual hair colour. Eighteen invoiced as fifteen.

December 9), colour negatives or transparencies, Kodak, Ltd., Kingsway, London, W.C., are providing free Christmas folders and envelopes in return for a small minimum order of colour prints. Folders available for vertical, horizontal or square prints.

**Electrical Toiletries.**—Items from Ronson Products, Ltd., Leatherhead, Surrey, that are bound to be in demand as Christmas gifts included Ronson electric razors, hair-dryers, automatic tooth-brushes and lady's shaver. Subject to normal credit limits, goods ordered for delivery at one time need not be paid for until January 1, 1966. Profit per unit goes up according to number of units ordered.

**Modestly Priced Luxuries.**—Morny, Ltd., 201 Regent Street, London, W.1, have produced a range of gift sets at prices described as amazingly moderate in gift boxes wrapped in paper bearing an abstract spray design in eight colours on white background. The items range from three assorted toilet soaps in Cellowrap tray to presentation deluxe set containing bath dusting powder, large skin perfume, perfumed bath essence, flask perfume, two toilet soaps and two mammoth ovals. Messrs. Morny won a certificate of merit in the 1965 Starpacks contest for their men's range packs such as their after-shave lotion and matching Cologne in chunky glass bottle in gold-and-ivory pyramid-design paper.

**"Golden Damask" Collection.**—Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, in their "Golden Damask collection" offer items packaged in golden embossed paper "re-creating an elegant eighteenth-century hand-woven fabric." "Fragrance Symphony" is a miniature old-world chest with antique drawer pulls and turquoise velvet ribbon. Top drawer contains Youth-dew bath oil, creme sachet and parfum de sachet; middle drawer, cut crystal spray, Cologne and perfume; and bottom drawer, two bath and four guest soaps. "Minuet" contains Youth-dew in crystal spray; bath oil; and Cologne. "Fragrance Gallerie" is a four-section folding package containing folding package containing Cologne, bath oil, three guests soaps and purse spray.



Ry  
~~Pine~~  
Gullwing's  
Alphonso's  
Perc. Brown w/5  
Wickham's w/7  
Chas. H. G. w/8



## ULSTER CHEMISTS' ASSOCIATION

### Fifth annual conference

THE accent of the fifth annual conference of the Ulster Chemists' Association, which took place at Portrush, co. Antrim, October 8-10, was on co-operation between the Association and the National Pharmaceutical Union. On Friday evening members attended a dinner followed by a social get-together *compèred* by MR. W. H. BOYD, at which the president (MR. J. C. WELLWOOD) welcomed the guests. He expressed the pleasure of all at the presence of Messrs. W. Talvan Rees (chairman, N.P.U. Executive), J. O. Bond (chairman, N.P.U. Holdings, Ltd.) and J. Ferguson (deputy secretary, N.P.U.) and their wives.

At the first conference meeting on Saturday morning a discussion took place on trade matters (including modernisation of premises) and on N.P.U. products. Members who had undertaken modernisation related their experience of the encouraging increase in business that had followed.

### Civic Welcome

Following the meeting the chairman of Portrush urban council (Mr. W. R. Knox) accompanied by the vice-chairman (Mr. R. G. Macauley) and the town clerk (Mr. Crawford Marshall) extended a civic welcome to the conference party in the hotel ballroom. In the afternoon the party set off on a coach tour of the Antrim coast. Tea was taken at Cushendun and the Cushendun caves visited. The party returned through the Glens of Antrim. At dinner later in the hotel, a number of U.C.A. members joined the party.

At the main conference meeting on Sunday afternoon, before commencement of business, a motion of sympathy, proposed by THE PRESIDENT, was passed to the widow and family of the late Mr. J. McClatchie, M.P.S.N.I., Ballywalter, co. Down, who had passed away suddenly on October 7.

Mr. Wellwood introduced the speakers (Messrs. W. Talvan Rees, J. O. Bond, and J. Ferguson).

MR. REES said that, at the Cambridge area meeting of the N.P.U. held the previous week-end, he had been asked to convey the best wishes of the meeting to members of the U.C.A. He was pleased to feel that U.C.A. members were coming under the umbrella of the N.P.U. Some were concerned about the cost of the Chem-

ists' Defence Association being increased, but the original cost had been uneconomical for the unlimited indemnity offered. He hoped that they would bear with that and try to look on the wider aspect of the work being done by the N.P.U. In the open market it was difficult to get cover at a comparable price. The problems of Northern Ireland pharmacists, he said, were almost identical with those in England and were bound to become more difficult with the coming into operation of the Resale Prices Act.

MR. J. O. BOND thanked the Association for the warmth of hospitality extended to their party. The reason N.P.U. Holdings, Ltd., had been formed, he said, was to assist members to meet a future competitive world by producing good merchandise at store prices while giving personal service. Ninety-one members in Northern Ireland had subscribed to N.P.U. Holdings, Ltd.

### Facing Realities

In his address "Private Retail Pharmacy—the Way to Survival," MR. J. FERGUSON said that every pharmacist would like to run his business on ethical lines, but they must keep their feet on the ground in the face of competition. The situation in Northern Ireland was the same as in Great Britain, and members of the Executive Committee at Queen Square were glad that the Northern Ireland representative (Mr. J. C. Wellwood) would be attending meetings regularly. They looked forward to his contribution. He hoped that U.C.A. and N.P.U. co-operation would become even closer in the future.

Mr. Ferguson proceeded to enlarge upon the main prongs of N.P.U. policy, namely (1) pharmacy modernisation; (2) staff training; (3) joint display scheme; and (4) N.P.U. products. The aim with N.P.U. products, he said, was to enable chemists to sell profitably products of high quality at competitive prices.

MR. J. R. STINSON said Mr. Ferguson had recommended self-selection. Would not the customer automatically select nationally advertised lines? Mr. Ferguson replied that already the N.P.U. had advertised its products in the *Daily Express*. They had an outstanding programme for advertising, and in future the public would be more aware of

N.P.U. lines. Much, however, could be done by the pharmacist and his staff in interesting the customers. Mr. Ferguson told MR. R. G. P. McMULLAN, who inquired about training for employers, that many services would be introduced when the Union had larger premises. They would include, for example, statistical training, training of managers, and training for chemists. Here MR. J. O. BOND explained that, since the Shops and Offices Act called for more space, N.P.U. had been compelled to seek larger premises. MR. W. H. IRWIN said that at present much of the information supplied on the N.P.U. *Supplement* was not applicable to Northern Ireland, and asked if it would be possible to give a sheet of information suitable for Northern Ireland only. MR. REES said that the possibility of extending the *Supplement* into a house magazine was being investigated. It would have a part that applied to Northern Ireland. MR. B. MCGRATH said that in one *Supplement* a display sticker had been mentioned that was not included. MR. FERGUSON replied that stickers (N.P.U. carboy) would be sent when U.C.A. members had joined the N.P.U.

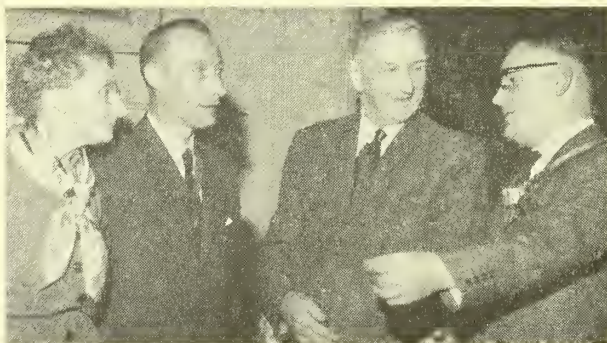
MR. IRWIN proposed, and MR. BOYD seconded, a vote of thanks to Mr. Ferguson for his talk, and to Messrs. Rees and Bond. It was passed by acclamation. MR. REES replied, thanking the Northern Ireland chemists for their friendship and hospitality.

### The Health Services

After tea a discussion took place concerning health services. MR. J. R. STINSON (chairman of the Local Pharmaceutical Committee) occupied the chair. MR. A. N. LOVESY (accountant) said that, since he had last reported, much had been happening in Scotland. The rate of the proprietors' remuneration having been agreed; activity sampling had taken place. The practical work was nearly finished, and it was hoped that results would be available some time before Christmas. MR. H. W. GAMBLE reported that a new method of testing drugs under N.H.S. had been proposed and submitted for examination by the Local Pharmaceutical Committee. The alteration would bring Northern Ireland into line with the scheme in Scotland and England. He also reported that the Northern Ireland General Health Services Board was installing a computer, and that contractors' prescriptions would be priced by a new method in future. Amended codes would be issued to contractors, enabling them to code the majority of items dispensed. With certain non-proprietary items, for which the price varied with the quantity dispensed, it was necessary to establish a "basic" price for each of them (4 oz., 8 oz., and 16 oz.); the introduction of those basic prices would make little difference to the payments. The Committee had examined one month's payments priced by the new method its finding was that the final figures showed a slight difference in favour of the chemist. Costs would be rounded up to the nearest penny. MR. N. A. J. ANDERSON proposed a vote of thanks to MESSRS. LOVESY and to GAMBLE.

### AT HOME AND AWAY:

Miss A. E. Strachan (secretary, Ulster Chemists' Association), Mr. J. C. Wellwood (president) and Mr. W. R. Knox (chairman, Portrush Urban Council) welcome Mr. W. Talvan Rees (chairman, National Pharmaceutical Union Executive) to Northern Ireland and the Association's annual conference.





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## Pharmacists and Doctors Under N.H.S.

INFORMATION of more than passing interest to pharmacists was given in addresses to the annual meeting of the Executive Councils' Association (pp. 407 and 413).

The presidential address by Mr. Harry Steinman (treasurer of the Pharmaceutical Society) was about pharmacy under the National Health Service and the pharmacist's tradition of service to the community and was of excellent propaganda or public-relations value in being directed to the non-pharmacist members of his audience.

Main theme of the Minister of Health (Mr. Kenneth Robinson) was general medical practice, though he had "brief words" beforehand about the other sections of the service. The Minister's praise—and appreciation—of pharmacists for coping with increased numbers of prescriptions, following the abolition of the prescription charge, was as welcome as it was unexpected, for pharmacists have not received much praise from some of Mr. Robinson's predecessors in office.

The Minister's announcement presaging the disappearance of the test prescription on the basis on which it is at present operated in England and Wales—a subject that has often given rise to violent comments by doctors no less than pharmacists—will be approved by both professions, each of which has shown dislike of the methods of deception that have had to be applied in operating the scheme.

When the Minister turned to his main topic—the recent proposals concerning doctors' remuneration—he touched on a number of aspects that may well cause pharmacists to ponder in an attempt to correlate, if possible, the seemingly different attitudes displayed by the Ministry to the pharmaceutical and medical professions. For example, there is his recognition that there should be, for doctors, a basic practice allowance "because of certain standing expenses" that do not vary proportionately, if at all, with the size of the list of patients (for example, the fact that the doctor has to be available for a certain number of surgery sessions, and the evidence that the volume of work does not increase in direct proportion to the list size). Other decisions of extreme interest are the proposed payment to those doctors who attend a prescribed number of sessions of approved post-graduate training; the special payment in respect of responsibility undertaken outside normal hours; the inclusion in the proposed basic practice allowance of an amount that

recognises that the doctor is entitled to a period of leave each year; and the disclosure that, while the Government does not think it appropriate to stipulate a particular period of leave for an independent contractor, it accepts that, for the majority of practitioners, a total of six weeks for holidays and study would not be unreasonable. It is to be noted, moreover, that a proposal for direct reimbursement of the cost of the practitioner's rent and rates covers not only doctors practising from rented accommodation but also those who own their practice premises.

In such matters it is not difficult to find parallel situations in the general practice of pharmacy under the National Health Service, though difficult, it may be, to correlate the financial returns of the two services. Yet perhaps the most important matter for pharmacists arises from a study of the second report of the joint discussions between general practitioner representatives and the Minister of Health. It is the statement that

THERE are a number of other important matters on which discussions will continue as a matter of urgency. These include . . . dispensing.

The Central N.H.S. (Chemist Contractors) Committee has already stated that it will resist any suggestion that doctors should be allowed to extend their dispensing activities under N.H.S. (see *C. & D.*, March 13, p. 252). It has to be insisted upon, for the welfare of the patient, that the pharmacist is the only person trained and qualified to dispense medicines, and any inroads into that principle will need to be stoutly resisted. Indeed the prime present need is for a transfer to chemist contractors of much of the dispensing that is currently being done by doctors in rural areas.

## PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

### SCHOLARSHIPS AND GRANTS

AT the October meeting of the Pharmaceutical Society's Council (see also *C. & D.*, October 16, pp. 395-96), a recommendation from the Education Committee was accepted that research scholarships for 1965-66 should be awarded as follows:—

*Allen & Hanburys Research Fellowship* (i) William James Irwin to continue research at the school of pharmacy, Sunderland Technical College, under the direction of Dr. D. G. Wibberley; (ii) Abdulaziz Karim Gulamhusein Nasser to continue research at the school of pharmacy, University of London, under the direction of Dr. D. W. Mathieson.

*Lewis Edwards Memorial Scholarship*—Michael Stanley Bale to continue research at the school of pharmacy, Chelsea College of Science and Technology, under the direction of Professor A. H. Beckett.

*Pharmaceutical Society Research Scholarship* (i) Anthony Franklyn Fell to continue research at the school of pharmacy, University of London, under the direction of Professor L. Saunders; (ii) Geoffrey Thomas Tucker to continue research at the school of pharmacy, Chelsea College of Science and Technology, under the direction of Professor A. H. Beckett.

*Redwood Scholarship*—Bruce Anthony Lodge to continue research at the school of pharmacy, University of London, under the direction of Professor W. B. Whalley.

Twenty-six applications for educational grants had been received and twelve had been awarded and accepted, as follows:—

MARY BARNES—£400, for research in mycology under the direction of Dr. M. S. Parker at the Department of Pharmacy, University of Strathclyde.

JENNIFER ANNE CASTLEDEN—£450, for research in pharmaceutical chemistry under the direction of Dr. R. Fleming at the



School of Pharmacy, University of London.

ROY WILLIAM DAISLEY—£450, for research in pharmaceutical chemistry under the direction of Professor A. H. Beckett at the School of Pharmacy, Chelsea College of Science and Technology.

JOHN GLASBY—£400, for research in pharmaceutical engineering science under the direction of Professor E. Shotton at the School of Pharmacy, University of London.

ABBASALI G. ISMAIL—£400, for research in pharmaceutical chemistry under the direction of Dr. D. G. Wibberley at the School of Pharmacy, Sunderland Technical College.

BAHADURALLY AMARSHI KANANI—£400, for research in pharmacology under the direction of Dr. G. D. H. Leach at the Pharmacy Department, Bradford Institute of Technology.

DAVID MARSDEN—£400, for research in bacteriology under the direction of Dr. C. S. Terry at the Pharmacy Department, Bradford Institute of Technology.

CHRISTOPHER JAMES MITCHELL—£400, for research in pharmacology under the direction of Dr. R. J. Ancill at the School of Pharmacy, Bristol College of Science and Technology.

PETER ROBIN ERNEST NORTON—£400, for research in pharmacology under the direction of Dr. J. C. Crossland at the Department of Pharmacy, Nottingham University.

EDITH MARGARET ROWAN—£400, for research in pharmaceuticals under the direction of Mr. F. A. J. Talman at the School of Pharmacy, College of Technology, Brighton.

DAVID HAROLD STANFORTH—£400, for research in pharmaceutical chemistry under the direction of Professor A. H. Beckett at the School of Pharmacy, Chelsea College of Science and Technology.

ROLAND WAITE—for research in pharmacology at the Department of Pharmacy, Birmingham College of Advanced Technology.

All the grants are for one year's full-time research.

## Pharmaceutical Society of Northern Ireland

### FORTIETH ANNUAL MEETING

THE fortieth annual meeting of the Pharmaceutical Society of Northern Ireland was held in Belfast on October 4, the president (MR. N. C. COOPER) in the chair.

#### *A New Member of Council*

Six pharmaceutical chemist representatives on the Council had retired by rotation (Messrs. N. C. Cooper, R. J. Davidson, B. Flatley, D. Moore, H. F. Moore and J. Paul), but all, with the exception of Mr. H. F. Moore had offered themselves for re-election, and were, with one new candidate (Mr. J. C. Wellwood) returned unopposed. The registered druggist representative (Mr. R. M. Watson) also retired by rotation. He offered himself for re-election and was returned unopposed.

In his address THE PRESIDENT mentioned with regret the deaths of fifteen members of the Society, including Mr. H. J. Cousley, who had been a member of Council, and Mr. T. F. Storey, who had held office as president, 1929-30 and 1934-35.

Pharmaceutical chemists on the Northern Ireland register in 1964 totalled 1,153, against 1,150 in 1963 and 1,165 in 1962. There were 167 superintendents of bodies corporate in 1964, against 164 in 1963 and 169 in 1962. Apprentices in 1964 numbered 102, against 136 in 1963 and 150 in 1962, and registered fifteen against sixteen in 1963 and seventeen in 1962. Fourteen apprentices had qualified and registered as pharmaceutical chemists during the year. A total of 722 licences had been issued to pharmaceutical chemists during the year, the figures for 1963 and 1962 being 729 and 744 respectively.

After analysing the examination results of June 1965 the president made a few comments on education. He recalled that, at the previous annual meeting, it had been reported that the Council had decided to accept a university degree course in pharmaceuticals as the method of qualifying for registration as a Pharmaceutical Chemist. After careful consideration, he said, a point had been reached at which the scheme awaited official sanction to enable detailed planning to proceed. He regretted that long delays had occurred.

Only six candidates had applied during the year for registration as students intending to qualify by means of the Society's examinations. It would be necessary for the education authorities to provide courses for that small number. Financially the Society was losing heavily on examinations, and the losses would increase as students became fewer.

The C. W. Young Scholarship had been awarded to Miss G. A. Rose, B.Sc., who was carrying out research in the department of pharmacy, Belfast College of Technology. The T. Harper Foundation had been awarded to Miss M. E. Maguire to enable her to continue for a further

year her research work at Chelsea College of Science and Technology.

With other interested bodies the Council had, on request given its observations on the draft of the new medicines legislation. Members awaited with interest and anticipation the new Bill and its subsequent effects on pharmacy.

The president concluded by referring to the Future of Pharmacy Committee, from which each member had received a preliminary report during the past year. The Committee had carried out, he said, some useful work. "I am fully realised by the members of this Committee that although reports may be a necessary preface, actions must follow. During the coming year I feel that the Committee may be in a position to put before the Council—and where necessary other bodies—suggestions for action."

The treasurer's financial statement recorded that the income for the year was £9,054 6s. 7d., a surplus over expenditure of £780 16s. 4d.

### 100 YEARS AGO

#### APPLYING THE ATOMICITIES

*From the C. & D., October 14, 1865*

It would lead us too much into detail, were I to attempt to show how this idea of the atomicity of the elements has been applied, and is still in process of application, to the study of the formation of compounds in general; how it endeavours to explain the existence of a limit to their number; and how it even teaches us to anticipate their possible varieties. In these and kindred investigations, the necessity for the introduction of fixed principles of nomenclature for regulating the construction of names for the recently-discovered compounds, has been sensibly felt; and indeed the changes in notion rendered necessary by the alteration in the values assigned to the atomic weights of many of the chemical elements, have rendered a general revision of the system of chemical nomenclature a matter of pressing importance. . . . During the past year Frankland and Duppa have especially signalled themselves by their researches upon the lactic and the acrylic series. Two years ago, Frankland, commencing with oxalic ether, and acting upon it with zinc ethyl, obtained from it leucic ether, by substituting ethyl for a portion of the oxygen contained in the oxalic ether; and afterwards, conjointly with his friend Duppa, he has generalised this reaction. Still more recently, these chemists have traced the connection between the lactic and the acrylic or oleic series, by reactions in which the abstraction of the elements of an atom of water from the basylous portion of a member of the lactic group converts it into the corresponding member of the acrylic series.

FOOD FOR THOUGHT: After a spell of loss of appetite, I asked the doctor for something which would make me eat. Imagine my chagrin when, after paying 2s. at the chemist, I got a mixture which has the doc's instructions, "To be taken three times a day—after MEALS."—*Letter in Daily Mirror*



# Pharmaceutical Society of Ireland

## ANNUAL MEETING IN CORK

**A**N overflow attendance—almost twice that at the 1964 meeting—filled the lecture theatre of Cork School of Art on October 11, for this year's annual meeting of the Pharmaceutical Society of Ireland, the first held outside Dublin.

THE PRESIDENT (MR. J. P. O'DONNELL) described the meeting as "a unique and historic occasion" saying "For myself, I am pleased to be in Cork." Twelve years after the introduction of the Health Act, said Mr. O'Donnell, the services of the pharmacist were still only availed of to a minor degree in implementing the Maternity and Child Health Services Act, 1954. At the time of its introduction pharmacists had been told that it would interfere little, if anything, with their status. They had been given to understand that the then 2 per cent. of "red ticket" cases would merely get a change of name and be classified under the title of "lower income group." Since that time the 2 per cent. had risen to a national average of 30 per cent. In addition, the State had provided medicines for "hardship" cases and psychiatric patients until now 40 to 50 per cent. of the population were provided with medicines through sources other than pharmacies. That curtailment had resulted, on average, in income from the practice of pharmacy being reduced for the community pharmacist to from 12-20 per cent. Any economic consultant could quote figures of capital tie-up, wastage, slow turnover and other details to prove that the position was completely uneconomic. It meant that the section of the public obtaining pharmaceutical service through the community pharmacist had to be subsidised by other sources of revenue that had become linked with the name of pharmacy. The result was that the opening of new pharmacies was at a premium. Young pharmacists had quickly discovered the hazards of entering the field; pharmacies as a consequence were becoming fewer.

"The State has not shown the slightest semblance of concern, to my mind, about the possible interruption, in some areas, of a pharmaceutical service for the people," said THE PRESIDENT, telling how, armed with those considerations and conscious of the consequences, the Council had sent a memorandum in May to the new Minister for Health (Mr. O'Malley). The Minister had received a deputation on June 18. That had been followed by two further meetings between Department officials and the joint negotiating committee of the Society and the Irish Drug Association. It was possible that, at long last, pharmacists might be incorporated into a State scheme for dispensing prescriptions for the lower income group. Proposals submitted on July 5 were now being considered by the Minister.

### *Professional Participation Sought*

"You will appreciate that, at this stage, any elaboration of the proposals would be ill considered," said THE PRESIDENT, "and I will confine myself to informing you that we are seeking participation on a professional basis" (including a fee for service). He did not wish, said Mr. O'Donnell, to raise false hopes, as there was a gap of twenty years between the Society's concept of pharmacy and that of the Department, but he had faith that the originality of Mr. O'Malley would bridge that gap. Every pharmacist would be advised of the position before any final commitment was entered into.

Of 2,050 pharmacists in the Republic, 134 were Licentiates of the Apothecaries' Hall, Dublin, leaving 1,916 net. Pharmacists attached to hospitals, industry and overseas were estimated at 200, leaving 1,716. Of those, 1,300 were proprietor pharmacists, leaving an estimated 416 available for employment in general pharmacy.

For every 100 pharmacies thirty-two Licentiates and 247 qualified assistants were available. Of those, twenty-four were engaged in wholesale and industry, leaving 223 avail-

able for employment in general pharmacy, or seventeen for every 100 pharmacies; 31 per cent. of pharmacists employed a second qualified person. Two out of every three community pharmacies had only one qualified person; one in every six pharmacies employed a qualified assistant. "My predecessor once referred to 'shebeen' pharmacies and I am sorry to say that we have thirty-four of them." . . . Every effort would be made to remedy that desperate position.

Pharmacies in Dublin city and county numbered 391, and in the rest of the country 931. In recent years forty-one pharmacies had closed in Dublin city and county, and twenty-six had opened. In the rest of the country eighty-seven pharmacies had closed in the same period and forty-two establishments had opened. Net loss: sixty.

Having commended the Irish Pharmaceutical and Medical Representatives' Association for its services to pharmacy, THE PRESIDENT said that, wherever the practice of pharmacy was involved, and where pharmaceutical representation was necessary, the only acceptable representative was a pharmacist. He praised the work of the Wholesale Drug Federation, which was "endeavouring to eliminate all disorder."

Expressing the Council's disappointment at the manner in which pharmacists had been eliminated from participation in the warble fly eradication scheme, he reviewed the history of the revelation that the scheme was to be altered, and assured members that everything possible was being done to see that pharmacists were included in 1966.

Failure to comply with the poisons regulations, he warned members, meant that the pharmacist was "down-grading" the profession. "If you do that to yourself you immediately give a headline to the public to 'down-grade' you also. The dispensing or repeating of prescriptions is sacrosanct. Let nobody touch prescriptions except a qualified person."

### *College of Pharmacy*

The new extension to the College of Pharmacy (officially opened in October 1964) gave the teaching staff and students long overdue facilities. The building coincided with the first State grant to the Society and marked, therefore, the beginning of the end of the road whereby pharmaceutical education and the upkeep of the Society were the voluntary financial liability of members. Although the amount of the grant (£11,000) was relatively small, and inadequate to meet commitments, it nevertheless emphasised that the State acknowledged pharmaceutical education as a necessary factor in the life and health of the nation.

The Council and the College staff were attuned to the changing emphasis in pharmaceutical education and requirements. To Professor Timoney and members of the College staff they owed a deep debt of gratitude. To John Crowley, Skibbereen, the president offered congratulations on being the first gold medallist since 1956 in the Second Professional examination. He paid tribute to the work of the Post-graduate Education Committee and to the various local associations for contributions to the Benevolent Fund during the year. Of members who had died during the year he mentioned with special regret Messrs. F. Storey, P. Fahey, N. MacManus, J. J. Joyce, and B. Fox.

Of the Irish Pharmaceutical Association he said "I echo my words of encouragement to its members and appeal to all pharmacists to join this worthy organisation."

Having congratulated the Irish Pharmaceutical Students' Association on the successful organisation of the International Congress in Bray in September, the president referred to the Pharmaceutical and Allied Industries' Adaptation Association and said—"I attach the highest importance to these meetings with the industry, as there has been a



complete lack of appreciation of the interdependence of the industry on pharmacists and vice versa."

Concluding, the president praised the high standard set by his predecessor (Mr. D. J. Kennelly) and thanked the vice-president (Mr. M. L. Cashman), the treasurer (Mr. T. R. Miller), the registrar (Mr. J. G. Coleman), Mr. H. J. Cahill, Mr. P. Cummins and the office staff for their generous assistance during the year. He paid tribute to the patience and understanding shown by his wife during his term of office. The president's address was unanimously adopted on the motion of Mr. D. W. P. BOYD.

Mr. W. J. GILL, Dublin, declared that pharmacy had made no advances since he had qualified twenty-three years ago. He felt it was a mistake to move the annual meeting away from Dublin. "Much has been spoken about the practice of pharmacy, but how can one practise pharmacy when there is no pharmacy?", he commented. "There are a lot of chemists' shops, and . . . business is great but I can guarantee that this is not pharmacy." Reason for the present unsatisfactory position was too many pharmacies. The amount of compounding and dispensing—which was what pharmacists were licensed to carry out—was not sufficient to be economically rewarding and the volume of professional work carried out in a week was only sufficient to occupy pharmacists for one day. Until the number of pharmacies was reduced "shebeen pharmacies" would remain. He further asserted that the profession should not be "tied up with a trade journal." Mr. Gill ended with a word of praise for the assistance he had received from the Society's inspector (Mr. Cummins). Mr. M. CORRIGAN, Macroom, co. Cork, said the Council appeared to place much emphasis on "professional status"; he personally did not think it mattered "one iota." When a Minister of State treated pharmacists in such a contemptible way, then professional status did not count for much. The Council was too concerned with looking after posterity, and did not concern itself enough with present difficulties. Pharmacists had lost "strain 19" and the warble-fly scheme. They would lose something else next year, and all the Council could do was to "feel strongly about it."

Mr. W. STACK, Listowel, co. Kerry, was glad the meeting had been taken to Cork and hoped that next year it would be taken to Galway. The president was congratulated by Mr. D. W. P. BOYD, Dublin, on his achievements during the year. Mr. Boyd was particularly pleased to learn that members of the College staff were all engaged in research. A considerable sum had been expended on additions to analytical equipment and other apparatus. Would that apparatus be available to students and, if so, on what basis? Referring to the work of the Postgraduate Education Committee, Mr. Boyd urged all present to avail themselves of the course on sterilisation techniques due to begin on November 4. Mr. T. J. BROSNAN, Kenmare, co. Kerry, thought a student would be much better off having any other degree than a pharmaceutical.

### *A Matter of Opinion*

THE PRESIDENT, replying to a number of queries, said that the wisdom of holding the meeting in Cork was a matter of opinion. Personally he was happy and pleased to be in Cork (applause). Only from 12 to 20 per cent. of what was "in the till" came from the practice of pharmacy. "I share the same disappointment as Mr. Gill."

The president told Mr. Corrigan of Macroom: "We have statutory rights and we consulted our law adviser after we had heard from the Department of Agriculture. Mr. Corrigan can rest assured that we will not let this matter rest. I have written to the Minister for Agriculture, in my personal capacity as a pharmacist, protesting about the manner in which we were treated over the warble-fly scheme and I am awaiting his reply." Mr. Boyd, he said, could rest assured that all analytical equipment in the College would be made available to the students. Dealing with a suggestion

that first-year students should be allowed to sit for their examinations at Cork or Galway Universities, the president said that the facilities were available to do the courses in those universities, but under the existing regulations students had to sit for the examination in Dublin. Inquiries had produced the answer that the arrangements had been made by University College, Dublin. "We would like to see the students do their examinations at their local universities but we are not the final authority. After all, U.C.D. granted us the necessary facilities." All pharmacists were conscious of the contemptuous manner in which they had been treated by the Minister for Agriculture. As things were going, they would be obliged to consider whether they could really carry on. That decision could not be taken lightly. The Council was an arm of the Department of Health. If pharmacists could not get an economic return for doing that for which they had been trained, they might have to do what Mr. McCormack had suggested.

### *Procedure for Prescriptions*

THE REGISTRAR explained that a prescription for a controlled preparation could be dispensed only once. It must then be filed and kept available for inspection for a period of two years. A prescription to be repeated once only might be repeated either by the person who dispensed it the first time, or by a second pharmacist, who must then file it and keep it available for two years. That was why pharmacists were required to stamp the prescription before handing it back to the patient. A pharmacist could easily verify when the prescription had been dispensed. The difficulty arose when the first pharmacist failed to stamp the prescription before handing it back, the second pharmacist becoming annoyed when he found that the prescription had been dispensed but not stamped. The Society had no control over dispensaries. Even under the Dangerous Drugs Act the Minister reserved to himself the right to exclude dispensaries. Dealing with a query about a cough mixture on sale in non-pharmaceutical premises, Mr. Coleman said that only a trace of chloroform was contained in the particular product. While it was technically a poison it would be difficult to swear in Court that a person taking a whole bottle would be harmed. It was better to await matters in the new poisons regulations, which were "just around the corner." The sale of sulphonamides in non-pharmacies was highly irregular, and it was the duty of anybody knowing of the practice to report it immediately to the Council. Section 2 of the Pharmacy Act had still to be implemented and it was hoped that it would tighten up on unethical advertising.

The report of THE TREASURER (Mr. Miller) revealed a deficiency on the year's activities of £12,994. MR. MILLER said that, among the items that had increased during the year, were wages, salaries, the pension fund, telephone charges, insurance and bank charges. The premises had been painted for the first time in twelve years. Legal costs and travelling expenses had also increased. He agreed with Mr. Gill that an official journal was necessary. The first issue of "*An Cógaiseoir*" would soon be available. It had been held up owing to the printers' strike. The Society would have to continue to bear the cost of education until it was taken over by the University. Education was the responsibility of the State, which should be compelled to take it over. The report of the Commission on Higher Education was awaited.

From the Benevolent Fund, said Mr. Miller, £843 had been expended during the year in assisting persons in distress, and they had on hand a surplus of £1,648. Income during the year (from Benevolent Fund dances and subscriptions) was £2,157. That was a magnificent effort for which he thanked the various local associations and especially Cork (£78); Limerick (£100); Kerry (£100); West of Ireland (£166) and the Dublin Dance Committee, which in December 1964 had raised "the really magnificent sum of £650." On the motion of MR. MURPHY, seconded by MR. J. KENNEDY, Portlaoise, the report was adopted.



Stating that other statutory bodies were not responsible for education, MR. CORRIGAN asked—"Why should we?" He resented that a portion of his annual subscription should go towards education. The money would be better devoted to welding the different bodies in pharmacy into a fighting force "so that the Department will have a bit of respect for us." MR. MILLER replied that education had been the responsibility of pharmacists since 1875. Not through lack of Council effort were they still paying for it.

MR. MCCORMACK asked why the grant from the Department could not be increased until responsibility was taken over by the University? Mr. McCormack thought it ludicrous that products that had been mentioned were on sale in other outlets. Either they were on the Schedule or they were not. . . . "Our fees are going to prosecute pharmacists who, through conviction or otherwise, do not wish to pay the £7 7s. annually, and still the State is not helping in any way." MR. MILLER said he understood it would require an Act of Parliament to allow the Government to pay the complete amount expended on education.

Cork and Galway Universities were constituents of the National University, said MR. E. F. LEE, Cork, and it was ridiculous that their students should have to sit the examinations in the Dublin University.

MR. S. R. GARDINER, Dublin, said the faculties of veter-

inary science, medicine and agriculture accepted first-year examinations from Cork and Galway. Students from those regions had declined university scholarships because they had to go to Dublin. MR. KENNEDY said that many colleges did not teach Latin any more, yet the Assistants' course specified Latin.

THE PRESIDENT said that all those matters would be considered by the Council again. A continental language was accepted instead of Latin for the Assistants' course. He agreed that, once a preparation was labelled as a poison, the seller should be liable, but they had to heed their legal adviser. Another matter was that each district justice appeared to interpret the law as he thought fit. One such justice, when the Society prosecuted a grocer for selling a Part 2 poison, had described the prosecution as a restrictive practice to protect their members.

On the motion of MR. KENNELLY a vote of thanks to the registrar and staff was passed with acclamation. MR. M. COSTELLO, Dublin, paid tribute to the president for his "conscientious, sincere and hard-working approach to pharmacy, not only during his year of office but ever since he qualified. . . . The manner in which he has conducted this meeting calls for a hearty vote of thanks." MR. CASHMAN said they all appreciated the sincere effort which Mr. O'Donnell had put into his year of office.

## Irish Pharmacy Week, 1965

### CULTURAL AND SOCIAL SUCCESS OF CORK VENTURE

ANY doubts that may have existed concerning the wisdom of holding Pharmacy Week in Cork this year were quickly dispelled by the success which attended the function. Those who made the journey—they were present in strength from all parts of the country—found it richly rewarding. The five-day event (October 10-14) was crowded with interest—and entertainment—for visitors, and the local organising committee, headed by the genial president (Mr. A. MacSweeney) can take pride in a job well done.

From the official opening on the Sunday until the banquet brought down the final curtain on the Thursday night, the Week was an unending series of functions designed to provide maximum benefit to those who were fortunately able to get a break from professional demands and renew old friendships, adding greatly to their knowledge in the process. All present agreed that the standard of the lectures was high, but there was much more than an academic side to this exciting week. The social end of things was not neglected, and business and pleasure were neatly combined.

In addition to four lectures and the annual meeting of the Society, there were a photographic competition; a tour of Our Lady's Hospital, a reception by the lord mayor in the City Hall; golf competitions; a visit to Beamish and Carling; a tour of the distillery manufacturing premises of Sunbeam and Wolsey; a film show of professional interest and, of course, the winding-up banquet attended by 300 guests. High on the social list was Pharmacy Week Club in the Intercontinental hotel, where tired but happy visitors repaired each evening to relax in comfort after a programme-crowded day. Over 100 pharmacists attended the various functions each day.

At the official opening on October 10, MR. ERIC BURRELL (president, Irish Pharmaceutical Association) welcomed the visitors. He hoped the Week would help all to understand and appreciate the aims of the Association, and appealed to all pharmacists to become members of it.

THE LORD MAYOR (Mr. Desmond) officially declaring the Week open, said that pharmacists were members of an important profession.

The public were under a big debt to the pharmaceutical profession, for it was to the pharmacist they turned first when illness struck.

THE PRESIDENT OF THE PHARMACEUTICAL SOCIETY OF IRELAND (Mr. J. P. O'Donnell) said he was happy to be present. The Association had been formed, he said, to look after the interests of all facets of pharmacy, and to speak with one voice in an effort to cure the ills of the profession. "The Week, I hope, will also help to emphasise the service which pharmacy gives to the public, and I trust that, when it closes, the average person will have a better appreciation of the rôle which the pharmacist plays in the life of the community."

To mark the opening of the Week, Votive Mass was celebrated in the Holy Trinity Church on the Monday morning and a special Church Service was conducted in Wesley Chapel, Patrick Street.

Winners of the photographic competition organised by Pharmacy Week Committee were:—*McSweeney Cup*, M. Whelan, Limerick; 2 and 3, J. Browne, Dublin. Entries were judged by Cork Camera Club. Fifty colour transparencies out of ninety-seven submitted were given a showing on October 11.

Winners of the golf competition at Douglas club on October 13 were:—

*Pharmacy Week perpetual trophy*, Robert Walsh, Shandon Street, Cork; *First strokes*, Matt Bermingham, Fermoy; *First bogey*, P. Vaughan, Listowel; other winners were:—*Best gross*, R. Daly, Cork; J. Lennon, Dublin; T. Walsh, Cork; S. O'Neill, Limerick; J. Hanley, Limerick; P. Gray, Dublin; F. Scannell, Cork. *Ladies' competition*, Misses M. Mackessy, Cork; Eilish Curtin, Adare; Peggy McSweeney, May O'Neill, K. O'Connell, M. Ryan and E. Quirke. The prizes were presented by MRS. PATRICIA BURRELL (wife of the president of the Association).

"Nuclear Medicine" was the subject of a lecture given to an appreciative audience on October 12 by Dr. Matthew Bennet (St. Agatha's radiotherapy clinic, Cork), who outlined developments in the use of radioactive substances in medicine since the discovery by "modern alchemists" of the method of transmuting the elements by means of the cyclotron. At present those substances were used in therapy, for diagnosis and in research. They were administered either by external application, by implantation or by internal administration. One use was in treating of thyrotoxicosis.

MR. MAURICE HICKEY, thoracic surgeon, Cork, spoke of the growing use of radioactive substances for diagnostic purposes stressing the importance of determining the cardiac output by the use of radioactive albumen.

DR. J. E. O'CONNOR, physicist, Dublin, described the physical characteristics that determined the suitability of substances for the various uses.

Answering questions, MR. HICKEY suggested that smokers should have their saliva examined every six months to enable presymptomatic treatment to be undertaken should there be any traces of lung cancer.

(To be concluded)



# "Chemical Productivity Must Be Stepped Up"

## MR. DOUGLAS JAY ON THE NATIONAL PLAN TARGET

ALTHOUGH the performance of the chemical industry compares favourably with many other industries in exports, production, investment and research, even better results will be necessary between now and 1970 if the targets set out in the National Plan are to be achieved by that date. So said MR. DOUGLAS JAY (President of the Board of Trade), at the annual dinner of the Association of British Chemical Manufacturers on October 13. Mr. Jay, who was giving the reply to the toast "The Guests," said output of the industry had risen by 5.6 per cent. a year since 1960, but would have to rise by 8 per cent. a year to hit the Plan's target; and output per head by 8 per cent. a year instead of 6 per cent. as in the past four years.

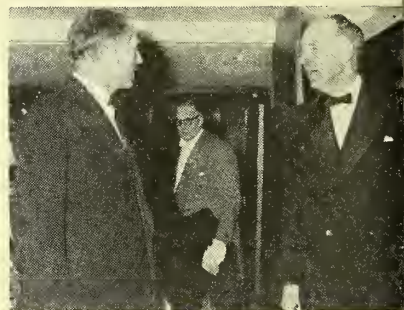
Chemicals were also now one of Britain's largest exports—in 1964 they were worth £412 millions or 12 per cent. more than in 1963, but he went on to say: "In the interests of strict truth, I am bound to add that chemical imports rose by 23 per cent. in the same year. I think we must draw the serious moral from that steep rise in imports. Though any great industrial country would in the future import as well as export chemicals, he said, there was nevertheless still a great deal of useful import saving which Britain could achieve. He knew that the industry's little Neddy (under Mr. George Beeby's active guidance) and others as well had been studying the matter. One of the major contributions the chemical industry already made was the high and expanding employment it gave in



The President of the Board of Trade (Mr. Douglas Jay) with the chairman of the Association (Mr. J. C. Hutton-Wilson).

various parts of the country where developing industry was particularly needed. Some major expansions were going forward in those areas now, for instance in Scotland and the North-east; "and I hope there will be more as time goes on." A great deal of promising technological development that was going forward, expanding exports not merely of chemical goods but of technical "know-how" as well, constantly proved that point. He was convinced that there was no industry—not even oil and natural gas—which had brighter prospects and greater opportunities than the British chemical industry.

Earlier MR. M. J. C. HUTTON-WILSON (chairman of the Association), in proposing the toast, had referred to the forthcoming merger of the Association with the Associated Chemical and Allied Employers. In the normal course of events, he said, the Association should have been due to celebrate its fiftieth anniversary in 1966. "Instead,

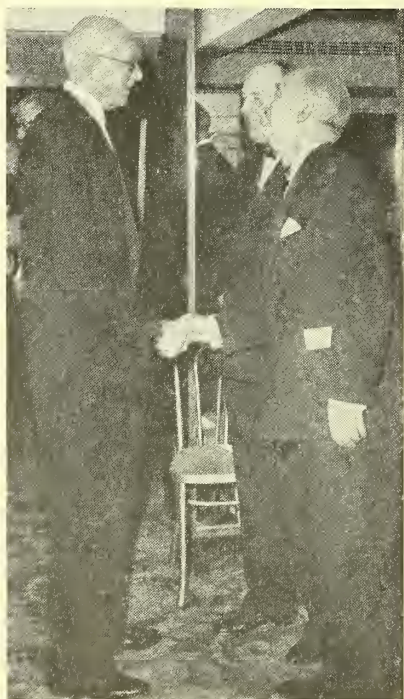


Mr. J. C. Hanbury (president of the Association) with Mr. Hutton-Wilson.

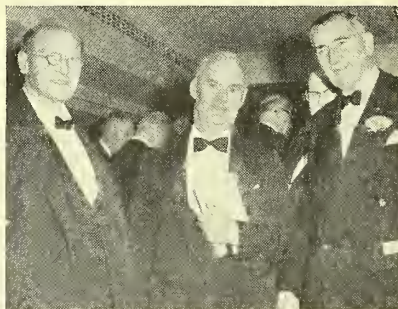
tory of the Association's original memorandum, who had also the distinction of having been present both at the first and the last annual dinners of the Association. "We look forward to welcoming you, Dr. Carr, in continued good health, to the first annual dinner of the Chemical Industries Association."

The chairman also welcomed Mr. A. J. Holden who, following his recent retirement after thirty-seven years' service to the Association, had more recently undergone a serious operation.

Before A.B.C.M. finally lost its identity in the larger association to be, he wanted to express his personal thanks to its president (Mr. John Hanbury), its vice-chairman (Mr. Peter Allen), its



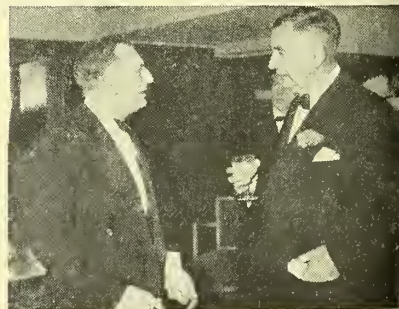
Sir Harry Jephcott (Vice-president, A.B.C.M.) with Mr. Hutton-Wilson and G. Brearley.



Veteran member Dr. F. H. Carr, who attended the Association's first dinner, with Mr. A. J. Holden (former general secretary, A.B.C.M.) and Mr. J. Davidson-Pratt (a former director of the Association).

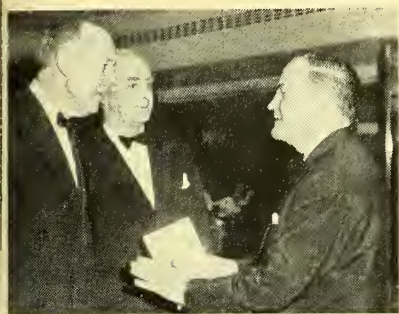
along with our A.C. and A.E. friends, we are shortly to submerge our separate identities in a new and all-embracing association, equipped and attuned to meet the exacting changes inevitably associated with a modern society and a changing world."

It was a joy to welcome there that night, said Mr. Hutton-Wilson, Dr. Francis Carr, the sole surviving signa-

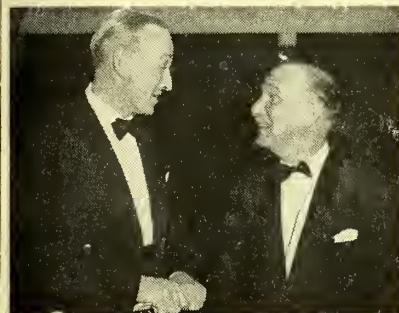


Mr. J. C. H. McEntee (chairman-designate of the Chemical Industries Association, the new body that takes over from the A.B.C.M.), with Mr. J. Davidson-Pratt.

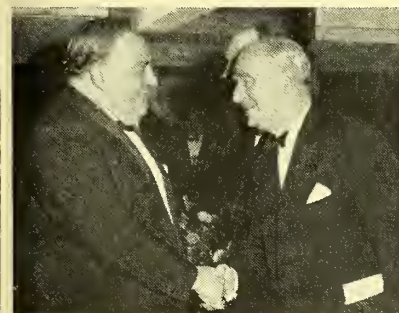




Mr. Hutton-Wilson and G. Brearley receive Dr. D. E. Wheeler (chairman, economic steering committee, A.B.C.M.).



Mr. H. G. Rolfe (chairman, A.B.C.M. membership committee) with Mr. D. E. Flaherty (chairman, British Chemical and Dyestuffs Traders' Association, Ltd.).



Lord Netherthorpe (chairman of Fisons, Ltd.) with Mr. Brearley.



Dr. F. Hartley (dean of the School of Pharmacy, University of London, and president, Royal Institute of Chemistry) with Mr. Brearley.

treasurer (Mr. John Harvey) members of council, the Association's director Mr. George Brearley), and the staff of the Association for their unswerving support throughout an exacting and difficult year.

On the country's balance-of-payments position, the chairman had



Guests going to dinner after the reception. At right is Mr. G. S. Bache (Dyestuff Traders' president).

heard it said in the course of discussions that some companies were inefficient and did not know how to export, "I find it extremely hard to believe that there should be such a lack of awareness in an industry that has increased its exports over the past two decades sixfold, from £77 millions to £446 millions." The export study currently being concluded through the "Little Neddy" would reveal the truth. Companies would respond to profit incentive rather than to exhortation.

Exports, imports and overseas investments were integrally part of one overall problem—the country's balance-of-payments position — and their destiny was determined by cost, profit and tariff considerations. The use of the most modern technology was a prerequisite to low-cost production, and that, in the chemical industry, inevitably called for massive investment. He went on: "Companies simply will not invest vast sums in new installations unless the substantial investment involved can be seen to be justified financially. In appraising the economics, scale is often a crucial factor, and in certain cases that can only be achieved through active co-operation between competing companies, a pro-

cess which, up to now, has been wholeheartedly discouraged by the Restrictive Practices Act and recent legislation in relation to mergers."

One of the most urgent and immediate needs in the chemical industry was a more comprehensive statistical service. It would be the responsibility of C.I.A. to collect, collate and interpret statistics, and to ensure that companies were asked for only the minimum information consistent with the collective needs of the industry.

At the annual meeting of the Association on October 14, Mr. HUTTON-WILSON said that the present increasing impact of Government on industrial affairs was likely to continue, irrespective of which political party was in power and already many signs confirmed the trend towards a greater involvement of trade unions in management affairs. Steps were now in hand to enable the Association to give effect to the integration agreement and to agree with the integration committee, and finally with C.I.A., the "effective day" upon which C.I.A. would effectively come into being. The composition of the Council for 1965-66 is substantially the same as for the previous year (C. & D., October 24, 1964, p. 419); the principal office holders being unchanged.



Mr. A. Duckworth (secretary, Association of the British Pharmaceutical Industry) with Mr. Hutton-Wilson and Mr. Brearley.



## TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

**LONDON, OCTOBER 20:** The pattern of trading in CRUDE DRUGS during the week was much the same as in the previous fortnight. There was a little more activity in some of the seasonal lines and in short-supply items.

Aleppy green CARDAMOMS rose to 30s. per lb. on the spot and to 26s. 6d., c.i.f., a rise of about 4s. and 2s. 6d. respectively on the week. NUTMEGS also provided an active market with West Indian 80's unobtainable and other grades up 1s. 6d. a lb.; East Indian for shipment were also considerably dearer. MACE was higher for shipment but TURMERIC at 105s. per cwt., c.i.f., for Madras finger was down 7s. 6d. White Sarawak PEPPER touched a peak price for the year. Supplies of American LOBELIA were on offer again after a long absence but the price asked was more than double that of Dutch material. IPECACUANHA was sixpence per lb. lower for root from all sources, both spot and forward. Chinese MENTHOL was sixpence per lb. lower on the spot, although quotations were unchanged for forward delivery.

In ESSENTIAL OILS, the cost of Brazilian BOIS DE ROSE was fractionally lower. Dearer were Ceylon CINNAMON LEAF and DILL.

MERCURY was reduced by a further £10 per bottle of 76-lb. and a lower schedule for MERCURIALS was introduced on October 20. The new rates are given below.

### Pharmaceutical Chemicals

Prices below may be subject to temporary import surcharge.

ACETANILIDE. — Crystals, one-cwt. lots, 3s. 6d. per lb.; 5-cwt., 3s. 5d.

AMIDOPYRIN. — Per lb. 16s. 8d. for 5-cwt. lots; 1-cwt., 17s. 5d.

AMPHETAMINE. — Base is 150s. per kilo in 5-kilo lots and SULPHATE, 120s.; DEX-AMPHETAMINE, 270s. per kilo for 10 kilos.

AMYLOBARBITONE. — B.P.C. is 74s. per kilo for less than 25-kilo lots. SODIUM is 10s. per kilo more.

ATROPINE. — Per oz. for 16-oz. lots; ALKALOID and METHONITRATE, 39s.; METHYLBROMIDE, 38s. 6d.; SULPHATE, 34s. (1,181s. for 1-kilo).

BARBITONE. — SODIUM derivative is 46s. 8d. per kilo for 50-kilo lots.

BENZYL BENZOATE. — B.P. in 1-ton lots, 4s. 6d. per lb.

LIGHT, 129s.; HEAVY, 148s. per cwt.

CAFFEINE. — HYDRATE in 50-kilo lots and over, 28s. 1d. per kilo; CITRATE, 20s. 11d.

CALAMINE. — Five-cwt. lots, 1s. 11d. per lb.; 1-ton, 1s. 9½d.

CALCIUM CARBONATE. — B.P. light precipitated powder, 1-ton lots, £37 10s. per ton in free bags, ex works.

CALCIUM CHLORIDE. — Fused, 3s. 11d. per kilo. In 12½-kilo tin for 100-kilos.

CALCIUM GLUCONATE. — 10s. 6d. to 12s. per lb., as to quantity.

CHARCOAL. — Medicinal activated, B.P.C. in 1-cwt. lots, £22 10s. per cwt.

CHLORAL HYDRATE. — One-cwt. lots quoted at 4s. 3d. per lb.

CHLOROCRESOL. — Pharmaceutical quality, 7s. 7d. per lb. (1-cwt. lots).

CHLOROFORM. — 35-litre lots in winchesters, B.P., 11s. 5½d. per litre; in drums, 10s. 7d.; 175-litre lots, 11s. and 10s. 1½d.

CHLOROPHYLL. — Water-soluble, 100 per cent. (medicinal grade), 250s. per lb.; oil Soluble, 25s. per lb.

CHLOROXYLENOL. — B.P.C., 5s. 3d. per lb. for 5-cwt. lots; 5s. 1d. per lb. for 1-ton lots.

CREAM OF TARTAR. — Home-trade: — One-ton lots, 241s. per cwt.; 10-cwt., 242s.; 5-9-cwt., 243s.; 2-4-cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.)

CREOSOTE. — B.P.C., 1959, ex beechwood, 100 kilos, 16s. 6d. per kilo; 500 kilos, 16s.

CRESOL. — B.P. quality, 7s. 9d. per gall. in 5-gall. lots.

DICOPHANE. (DDT.) — One-ton lots, 70-74 per cent., 2s. 3d. per lb.

DITHRANOL. — B.P. offered at 6s. 9d. per oz. for 7-lb. lots.

EMETINE. — One-kilo lots HYDROCHLORIDE, 11,431s. per kilo. — BISMUTH IODIDE, 4,952s. per kilo.

EPHEDRINE. — ALKALOID nominally 6s. 9d. per oz.; SULPHATE, 5s. 9d. and HYDROCHLORIDE, 4s. 9d. per oz.

ETHER. — Per lb. in winchesters: B.P. TECHNICAL, B.S.S., 5-cwt., 2s. 9d.; (4s. 4d. per litre). In drums the price is 2s. 1d. per lb. ANÆSTHETIC, B.P., 6-cwt., 3s. 11½d.; 10-cwt., 3s. 7½d.

GLUCOSE. — MONOHYDRATE, B.P., powder 77s. per cwt., delivered in 1-ton lots; ANHYDROUS, 134s. LIQUID, in drums, 56s. per cwt. for 5-drum lots.

GLYCERIN. — Chemically pure (per cwt.).

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
TANK WAGONS				
10-14 tons	s. d.	s. d.	s. d.	s. d.
5-10 tons	176 0	—	—	—
DRUMS				
5 cwt.	180 0	182 0	185 0	191 0
2½ cwt.	182 6	184 6	187 6	193 6
TINS				
56 lb.	184 0	186 0	189 0	195 0
28 lb.	205 0	207 0	212 0	220 6
14 lb.	211 0	213 0	218 0	226 6

Minimum delivery 1-cwt. Drums charged and returnable. Minimum terms for technical grade glycerin s.g. 1.2627 are 171s. per cwt. for lots of over 25 tons in bulk deliveries of 10-14 tons.

GUAIACOLS. — LIQUID, B.P.C., 16s. per lb., for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

HOMATROPINE. — 16-oz. lots (per oz.): ALKALOID, 30s. 6d.; HYDROBROMIDE, 24s. 6d.; HYDROCHLORIDE, 28s. 6d.; METHYLBROMIDE, 25s. 6d. 1-oz. rates are 1s. 6d. per oz. above those rates.

HYDROQUINONE. — One-cwt. lots, 10s. per lb.; 1-ton, 8s. 6d.

HYOSCINE HYDROBROMIDE. — Per kilo, 3,595s.; METHYL BROMIDE, 3,400s.

HYPOPHOSPHITES. — Per kilo: —

Quantity	1 kilo	12.5 kilos	50 kilos
	s. d.	s. d.	s. d.
CALCIUM, B.P.C. ...	17 2	16 1	15 1
IRON, B.P.C. ...	34 10	33 7	32 5
MAGNESIUM ...	29 3	28 2	27 2
MANGANESE, B.P.C.	35 3	33 11	32 9
POTASSIUM, B.P.C.	23 1	22 5	21 4
SODIUM, B.P.C. ...	19 2	18 1	17 1

MAGNESIUM CARBONATE. — One-ton lots: LIGHT, 129s.; HEAVY, 148s. per cwt.

MAGNESIUM CHLORIDE. — Crystals in 50-kilo kegs, 5s. 6d. per kilo.

MAGNESIUM HYDROXIDE. — B.P.C., 1-cwt. lots, 3s. 11d. per lb.; 1-ton 3s. 6d. per lb.

MAGNESIUM OXIDE, B.P. — LIGHT, 1-cwt. lots, 3s. 10d. per lb., 1-ton, 3s. 7d.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE. — B.P.C. (15 per cent.), 3s. 11d. per lb. for 1-cwt. lots.

MAGNESIUM PHOSPHATES: DIHYDROGEN, 50-kilo lots, in kegs, 8s. 9d. kilo.

MAGNESIUM SULPHATE. — B.P. in minimum 1-ton lots from £21 to £25 per ton. Exsiccated, £61 per ton.

MAGNESIUM TRISILICATE. — (Per lb.). Under 5-cwt. lots, 4s. 1d.; 1-ton, 3s. 4d.

MERCURY DERIVATIVES. — Rates (per kilo) for under 50-kilo lots — AMMONIATED MERCURY, B.P., powder, 173s.; PERCHLORIDE, B.P.C., powder, 149s.; SUBCHLORIDE (calomel), B.P.C., 176s.; OXIDES, yellow, B.P.C., 185s., red B.P.C., 1949, 189s.; IODIDE, B.P.C., 1954 (25-kilo lots), 125s. OXYCYANIDE (12½ kilos), 237s.

QUININE. — Scarce. Less than 2,000 oz. lots per oz.: SULPHATE, B.P., 1963, 16s. 5d.; BISULPHATE, 16s. 10d.; DIHYDROCHLORIDE, 23s.; HYDROCHLORIDE, 21s. 9d. ALKALOID, 22s. 5d. and HYDROBROMIDE, 20s. 5d. All nominal.

SACCHARIN. — B.P. powder, 1 lb. and over, 15s. 6d. per lb.; SODIUM SALT, B.P., 14s.

SODIUM ACETATE. — B.P.C. 1949, 50-kilos, 4s. 0½d. per kilo.

SODIUM BENZOATE. — One-ton lots, 2s. 7½d. per lb.; 1-cwt., 2s. 9½d.

SODIUM BICARBONATE. — B.P., 1-cwt. bags £19 3s. per ton for 8-ton lots.

SODIUM BROMATE. — 50-kilo lots, 12s. per kilo, 1,000 kilos, 9s. 6d. per kilo.

SODIUM CARBONATE. — (Per cwt.), B.P.C. exsiccated, 1-cwt., 90s.; 5-cwt.; 85s.; 1-ton, 80s.

SODIUM CHLORIDE. — Vacuum dried, 172s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

SODIUM CYCLAMATE. — Fifty-kilo lots offered at 13s. 6d. per kilo in free packages, delivered.

SODIUM FLUORIDE. — B.P.C., 1934, 50-kilo kegs, 8s. 7d. per kilo.

SODIUM HYDROXIDE. — FLAKE, £36 15s. per ton in 8-ton lots, STICKS, B.P. 1958, 50-kilos, 11s. 4d. per kilo in 5-kilo tin; PELLETS, 5s. kilo for 250-kilo lots.

SODIUM METABISULPHITE. — B.P. grade £47 17s. 6d. per ton. Commercial grade less 10s. per ton.

SODIUM NITRATE. — B.P. 50-kilo kegs, 5s. 8d. per kilo.

SODIUM PANTOTHENATE. — Per kilo, 115s.

SODIUM PERBORATE. — (Per ton). TETRAHYDRATE (minimum 10 per cent. available oxygen), £142 5s. in 1-cwt. kegs; £134 15s. in 1-cwt. bags; PERBORATE MONOHYDRATE (minimum 15 per cent. available oxygen) is £309 15s.

SODIUM PERCARBONATE. — (Per ton). £173 15s. in kegs (bags £7 10s. per ton lower) for minimum 12½ per cent. available oxygen.

SODIUM PHOSPHATE. — B.P. crystals, 4s. 11d. per kilo; POWDER, 6s. 1d.

SODIUM SALICYLATE. — One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE. — B.P. from £15 per ton as to crystal, B.P. exsiccated about £66 per ton.

SODIUM SULPHITE. — Four-ton lots: photo. quality, £28 per ton in bags.



## Crude Drugs

ACONITE. — Spot, Spanish, *napellus*, 2s. 4d. per lb.; shipment, 2s. 3d., c.i.f.

AGAR. — Kobé No. 1, 13s. per lb. in bond; shipment, 13s., c.i.f. Spanish scarce on the spot at 15s. 3d., duty paid.

ALOE. — (Per cwt.) Cape primes, spot, 265s.; shipment, 255s., c.i.f., and Curaçao, 265s. spot; shipment, 260s., c.i.f.

ANISE. — Chinese, STAR, 145s. per cwt. spot, duty paid; f.a.q. for shipment, 115s., c.i.f.

BALSAMS.—Per lb.; CANADA: small lots at 27s. and 35s., spot. COPAIBA: B.P.C. spot, 12s. nominal. PERU: 29s. to 30s., spot; shipment, 28s. 6d., c.i.f. TOLU: B.P., from 10s. 6d. to 31s.

BELLADONNA.—LEAVES, 6s. per lb., spot; shipment, 5s. 3d., c.i.f. ROOT, 1s. 8d. per lb., spot; shipment, 1s. 7d., c.i.f.

BENZOIN.—Sumatra block, spot from £20 to £40 per cwt. as to quality.

BUCHU. — Spot, 5s. 6d. to 6s. per lb. Stocks at origin exhausted.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CALUMBA.—Root is offered at 155s. per cwt. spot.

CAMPOR. — B.P. powder for shipment, 5s. 3d. per lb., c.i.f.; spot, 6s. 6d., duty paid.

CARDAMOM. — Aleppy greens, 30s. per lb., spot; shipment, 26s. 6d., c.i.f. Prime seed, 32s., c.i.f., no spot.

CASCARA. — Spot, 225s. per cwt.; 1965 peel for shipment, 216s., c.i.f.

CASSIA.—*Lignea*, whole shipment, 210s., c.i.f.; selected broken, 200s., c.i.f.

CHAMOMILE. — Belgian flowers 18s. per lb., spot; German type, 7s. 6d.

CHERRY BARK. — Thin natural, 2s. 8d. per lb.; shipment, 2s. 6d., c.i.f. scarce.

CHILLIES.—Zanzibar, spot 440s. per cwt. Mombasa not quoted.

CINNAMON.—BARK, Seychelles, 150s. cwt. spot; shipment, 145s., c.i.f.; QUILLS, Ceylon (per lb., c.i.f.): 4 O's, 10s.; single O, 9s. 4d.; quillings, 5s.

CLOVES. — Zanzibar, spot, 2s. 10½d. per lb. standard grade, shipment, 2s. 7½d., c.i.f.

COCHINEAL. — Canary Isle silver-grey, 19s. per lb.; black brilliant, 21s. Peruvian silver-grey, 15s.

COCILLANA.—Bark 1s. 6d. per lb. on the spot.

DIGITALIS.—*Purpurea* leaves, 2s. 6d. per lb.

ELEMI. — Spot, 1s. 7d. per lb.; shipment: new crop, 1s. 5d., c.i.f.

ERGOT.—Portuguese, spot, 13s. 6d. per lb.; shipment, 13s., c.i.f.; nominal. Continental, 10s., spot.

GENTIAN. — Root, 185s. per cwt. spot; shipment, 180s., c.i.f.

GINGER.—(Per cwt.) Nigerian split, 85s. spot and shipment; peeled, 210s. spot; African, spot, 245s. per cwt. nominal; October, 210s., c.i.f. Jamaican No. 3, spot, 410s., shipment, not quoted. Cochinchina, spot, 320s.; shipment, 300s., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 162s. 6d. per cwt., spot; shipment, 150s., c.i.f.

HONEY. — (Per cwt.) Australian light amber, spot, 120s. to 125s.; and medium amber, 110s. to 115s.; Argentine, 115s. to 117s.; Canadian, 175s. to 180s.; Mexican spot 120s. to 125s.

PECACUANHA. — Matto Grosso for shipment, 54s. 6d. per lb., c.i.f. and spot, 57s. Costa Rican, 70s. 6d., spot; shipment, 68s. 6d., c.i.f. Colombian, spot cleared; shipment, 54s. 6d., c.i.f.

KARAYA.—No. 1 f.a.q. gum, spot, 415s.; No. 2, 300s. per cwt.

KOLA NUTS.—African spot, 7d. per lb.

LANOLIN. — ANHYDROUS B.P. is from 2s. 6d. to 2s. 10d. per lb. in 1-ton lots delivered free drums. Commercial grades from 1s. 9½d.

LEMON PEEL.—Spot, 1s. 9d. per lb.; partially extracted, 1s.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 110s.

LIQUORICE. — Natural root: Russian, 67s. 6d. per cwt.; Anatolian, 57s. 6d.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. to 220s. per cwt.; Italian stick from 395s. to 460s. per cwt.

LOBELIA.—Dutch on the spot, 4s. 6d. per lb.; shipment, 4s. 6d., c.i.f. American, 12s. 6d. per lb.

MACE.—Whole pale blade, 14s. per lb. f.o.b. for forward delivery.

MENTHOL.—(Per lb.). Chinese for shipment, 28s. 6d., c.i.f.; spot, 29s. 6d., in bond, 33s. 6d. duty paid. Brazilian for shipment, 30s. 6d., c.i.f.; spot, 34s. 6d., duty paid.

MERCURY. — Spot nominally £245 per flask of 76-lb. ex warehouse.

NUTMEGS.—(Per lb.). West Indian, spot, 80's, not quoted; sound unassorted, 11s. East Indian for shipment, 80's, 10s. 9d.; 110's, 8s. 6d.; b.w.p., 6s. 6d., all c.i.f.

NUX VOMICA.—Cochin, 110s. per cwt. on the spot; shipment, 95s., c.i.f.

ORANGE PEEL. — Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 9d.

PAPAIN. — East African No. 1, 21s. 6d. per lb., c.i.f., with Ceylon about the same price.

PEPPER. — White Sarawak spot, 4s. 9d. per lb.; shipment, 4s. 7½d., c.i.f. Black Sarawak, 3s. 5d., spot; shipment, 3s. 3d., c.i.f. Black Malabar spot not available; shipment, 37s., c.i.f.

PODOPHYLLUM.—Spot per cwt.: *Emodi* 250s., spot; shipment, 230s., c.i.f.

QUILLAIA.—For shipment, 135s. per cwt. c.i.f.; spot, 135s.

RHUBARB.—Manufacturing grades offered, at from 5s. to 8s. 6d. per lb., other grades cleared spot and forward.

SAFFRON.—Mancha superior, spot, 625s. per lb.; Rio, 600s.

SARSAPARILLA. — Jamaican native red, spot, 3s. 3d. per lb.; shipment, 3s., c.i.f.

SEEDS. — (Per cwt.) ANISE. — Spanish, 240s., duty paid. CARAWAY. — Dutch, 167s. 6d., spot. CELERY.—Indian quoted at 200s., spot; shipment, 185s., c.i.f. CORIANDER. — Moroccan, 63s., duty paid sellers; shipment, Moroccan, 53s. 6d., c.i.f.; Rumanian whole, current crop, 60s., c.i.f. CUMIN.—Moroccan, 330s., in bond, Syrian, 320s., in bond; shipment, Moroccan, 325s., c.i.f. DILL.—Indian unchanged at 125s., spot; shipment, 97s. 6d., c.i.f. FENNEL. — Chinese, 130s., duty paid; Indian, 165s.; shipment, Chinese, 112s. 6d., c.i.f.; Indian, 142s. 6d., c.i.f. FENUGREEK. — Moroccan, 55s., duty paid; shipment, 44s. 6d., c.i.f. quoted. MUSTARD.—English new crop now available with sellers quoting from 85s. to 90s. for good quality.

SENEGA. — Spot, 20s. per lb.; shipment, 19s. 6d., c.i.f.

SENNA. — (Per lb.). Tinnevely LEAVES spot: Prime No. 1, 2s.; No. 3, f.a.q., 1s. 1d. Shipment: No. 3, 1s., c.i.f. PODS: Tinnevely hand-picked, 1s. 8d. to 2s. as to quality; spot, manufacturing, 1s. 1d.; shipment, 11d., c.i.f. Alexandria PODS: Hand-picked from 7s. to 8s.; manufacturing, forward, 2s. 6d., c.i.f.

SLIPPERY ELM BARK. — Spot offered at 4s. 6d. per lb.

SQUILL.—Italian, spot, 160s. per cwt.; shipment, 140s., c.i.f.

TURMERIC.—Madras finger, spot, 125s. per cwt.; shipment, 105s., c.i.f.

## Essential and Expressed Oils

ALMOND.—Spanish sweet oil is 6s. 6d. per lb. spot. Forward, 7s. 3d.

AMBER.—Rectified on the spot, 2s. per lb.

ANISE. — Chinese, 9s. 3d., spot, shipment, 8s. 11d., c.i.f.

BAY.—From 45s. lb. on the spot.

BERGAMOT.—Spot quotations for best oil are about 170s. per lb.

BIRCH TAR.—Rectified, 10s. per lb., on the spot.

BOIS DE ROSE.—Brazilian spot, 16s. 4½d.; shipment, 15s. 10d., c.i.f.

BUCHU.—Spot, from 280s. to 360s. per lb.

CADE.—Spanish from 2s. per lb. for drum lots.

CAJUPUT.—Spot from 11s. per lb.

CALAMUS.—Spot from 70s. to 100s. per lb. as to origin.

CAMPOR, WHITE. — Chinese for shipment, 4s. 6d., c.i.f., per kilo; spot, 2s. 9d. lb., duty paid.

CANANGA.—Spot from 45s. to 50s. per lb.

CARAWAY.—From 40s. to 45s. per lb. as to source.

CARDAMOM.—From 440s. to 450s. per lb.

CASSIA.—Spot from 55s. per lb. for 80–85 per cent.

CASTOR.—Home produced B.P. oil, spot, £130 per ton naked ex mill (2-ton lots).

CEDARWOOD. — American from 7s. 6d. per lb. on the spot; East African, 7s. 6d.

CHENOPODIUM.—From 36s. per lb.

CINNAMON.—Best English-distilled, 720s. per lb.; other B.P. oils from 22s. to 120s. per lb. Ceylon leaf, 25s.; Seychelles from 9s. spot.

CITRONELLA. — Ceylon, spot, 4s. 8d.; shipment, 4s. 4½d. per lb., c.i.f. Formosan, 4s. 6d., in bond and 4s. 5d., c.i.f. Chinese, 4s. 3d., c.i.f. and spot.

CLOVE.—Madagascar leaf for shipment, 5s. 6d., c.i.f., spot, 5s. 10½d., in bond. Rectified, 10s. Distilled bud oil, ENGLISH, B.P., 26s. per lb. for 1-cwt. lots.

COD-LIVER.—B.P. in 45-gall. drums is 12s. per gall. plus 30s. deposit on drum. Veterinary is from 9s. 10d. per gall. 25-stone lots. Delivered terms.

CORIANDER.—From 34s. to 45s. per lb. spot, as to origin.

CUBEB.—Spot supplies of imported are 86s. per lb.

CUMIN.—English distilled oil, 125s. per lb., imported 90s. to 105s.

DILL.—Imported is from 28s. to 42s. per lb., spot.

SPEARMINT.—American oil on the spot, 62s. 6d. to 65s. per lb. Chinese, 83s. per kilo, c.i.f.

## UNITED STATES REPORT

NEW YORK, OCTOBER 19: Advancing prices for mercury brought rises in MERCURIALS. Higher per lb. are CALOMEL at \$9.65 (up 11 cents), AMMONIATED MERCURY at \$10.70 (up 10 cents), MERCURIC CHLORIDE, \$9.51 (up 10 cents), purified RED MERCURIC OXIDE, \$10.66 and technical, \$10.44, YELLOW MERCURIC OXIDE, NF grade, \$10.72 and technical, \$10.26, making all the oxides 12 cents higher. Re-sale prices per ounce were higher for QUININE SULPHATE at \$3.25 (up 50 cents) and for QUINIDINE SULPHATE at \$6.00 (also up 50 cents). PERU BALSAM moved up 50 cents to \$4.25 a lb. PEPPERMINT OIL advanced to make the natural \$6.75 a lb. (up 25 cents) and the re-distilled, \$7.25 (up 50 cents). SPIKE LAVENDER OIL declined 25 cents to \$7.00 a lb.



## TRADE MARKS

APPLICATIONS ADVERTISED  
BEFORE REGISTRATION

From the "Trade Marks Journal," September 29

For chemical preparations and substances, and for use in diagnostic and analytical tests (1)  
COUNTROL, 879,513, by Warner-Lambert Pharmaceutical Co., Morris Plains, New Jersey, U.S.A.

For perfumes, cosmetics, non-medicated toilet preparations, nail polish removing preparations and devices for applying cosmetics to the eyelashes (3)  
OUTDOOR GIRL, 861,099, by Girl Cosmetics, Ltd., Surbiton, Surrey.

For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), preparations for the hair, and soaps (3)  
MOIRIL, B869,960, DOPAL, 871,279, by L'Oréal, Paris, France.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos, soaps and essential oils (3)  
PLAYQUEEN, 875,286, by John Waddington, Ltd., Leeds, 10, Yorks.

For perfumes, cosmetic preparations and non-medicated toilet preparations and colouring preparations for the hair (3)  
COLORKIST, B877,780, by Evan Williams Beauty Aids, Ltd., London, W.1.

For preparations for cleaning dentures (3)  
AQUADENT, 878,679, by Avon Cosmetics, Ltd., Northampton.

For cleaning and polishing preparations, all containing wax (3)  
KIWAX, 879,509, by Kiwi Polish Co. Proprietary, Ltd., Richmond, Victoria, Australia.

For perfumes, eau de Cologne, cosmetic preparations, non-medicated toilet preparations, and soaps (3)  
BERSERK, 879,857, by Picot, Ltd., London, W.6.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)  
CIEEK TO CIEEK, 882,062, by Procter & Gamble, Ltd., Gosforth, Newcastle-upon-Tyne, Northumberland.

For veterinary preparations (5)  
MESTRIVAL, 864,654, by CIBA, Ltd., Basle, Switzerland, TRALCIN, 871,678, by Abbott Laboratories, North Chicago, Lake, Illinois, U.S.A.

For all goods (5)  
AMELORAR, FERMICROL, 871,680-81, by Rexall Drug & Chemical Co., Los Angeles, 54, California, U.S.A. CACILS, 875,880, by Boots Pure Drug Co., Ltd., Nottingham.

For pharmaceutical preparations and substances, all containing anaesthetics (5)  
SOLARCAINE, 873,926, by Plough, Inc., Memphis, 1, Tennessee, U.S.A.

For pharmaceutical preparations and substances for human use (5)  
SEREDOL, 875,188, by Imperial Chemical Industries, Ltd., London, S.W.1.

For pharmaceutical preparations for topical application (5)  
DEXATOPIC, 876,149, by Organon Laboratories, Ltd., Morden, Surrey.

For veterinary products and preparations (5)  
BACTALENE, 876,330, by Crookes Laboratories, Ltd., London, N.W.10.

For pharmaceutical preparations and substances (5)  
UCLABOL, 878,202, by Roussel-Uclaf, Paris, France, NORMYCID, 878,283, by Norgine, Ltd., London, W.C.1. PENDICLOX, 882,457, by Beecham Research Laboratories, Brentford, Middlesex.

For pharmaceutical preparations and substances for human and veterinary use (5)  
AGOPION, 881,457, by Takeda Chemical Industries, Ltd., Osaka, Japan.

For pharmaceutical and veterinary preparations (5)  
GERIFORM, 882,393, by West-Silten Pharmaceuticals, Ltd., Hove, 3, Sussex.

For pharmaceutical preparations for infants and babies (5)  
CLENTOT, 882,643, by Hadleigh-Crowther, Ltd., Reading, Berks.

From the "Trade Marks Journal," October 6

For chemical products for use in the manufacture of germicides and of cleaning preparations (1)  
PROTEXIDE, 878,506, by Procter & Gamble, Ltd., Gosforth, Newcastle-on-Tyne.

For hair tints, hair dyes and hair bleaches (3)  
CLAIROL COME ALIVE, CLAIROL HAIR SO NEW, 828,035-36, CLAIROL SYLK, 828,043, by Bristol-Myers Co., New York, U.S.A.

For tints, dyes and bleaches, all being white preparations for the hair (3)  
CLAIROL PURE WHITE, 828,037, by Bristol-Myers Co., New York, U.S.A.

For preparations for removing artificial colour from the hair (3)  
CLAIROL REMOVZIT, 828,038, by Bristol-Myers Co., New York, U.S.A.

For hair tints, hair dyes and hair bleaches, all in liquid form (3)  
CLAIROL SILVER DROPS, 828,040, by Bristol-Myers Co., New York, U.S.A.

For hair tints, hair dyes and hair bleaches, all for use in imparting a blueing effect (3)  
CLAIROL BLUE LIGHTENING, 828,034, CLAIROL ULTRA BLUE, 828,044, by Bristol-Myers Co., New York, U.S.A.

For all goods (3)  
MADEMOISELLE-DE PARIS, device with words MADEMOISELLE DE PARIS, B839,959-960, by Bourjois, Ltd., Croydon, Surrey.

For perfumes, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair (3)  
BEAUTY COUNSELOR RED GOLD, 873,424, by Beauty Counselors of London, Ltd., Newhaven, Sussex.

For perfumes, hair conditioning preparations, hair restorers and cosmetics, all in cream form or having a cream base; and lipsticks (3)  
ROMNAY SUPERCREME, B874,751, by Romney Cosmetics, Ltd., London, S.W.1.

For preparations for tinting and colouring the hair (3)  
ELIDA STAY-COLOR, 875,531, by Unilever, Ltd., Port Sunlight, Cheshire.

For perfumes, non-medicated toilet preparations, cosmetic preparations, soaps, and essential oils, but not including preparations for cleaning dentures (3)  
PORCELAINE, 877,554, by Romney Cosmetics, Ltd., London, S.W.1.

For preparations for tinting and dyeing the hair (3)  
VALCOLOR, 881,031, by D.H.L. Products, Ltd., Bradford, Yorks.

For perfumes (3)  
RICOCHET, 882,817, by Ronald Joseph Goslitski, East Peckham, Kent.

For astringent antiseptic lotions (5)  
KOMED, 863,521, by Barneshind Pharmaceuticals, Inc., Sunnyvale, California, U.S.A.

For veterinary preparations containing vitamins, for oral administration (5)  
KALFO-DEX, B867,758, by Pexo-Greyhound Veterinary Products, Ltd., Hemel Hempstead, Herts.

For veterinary preparations and substances (5)  
ALOVET, B870,980, by British Schering, Ltd., Slough, Bucks.

For pharmaceutical preparations (5)  
CAUSYTH, 872,573, by Laboratorio Chimico Farmaceutico Causyth, S.p.A.; Milan, Italy.

For pharmaceutical and medicinal preparations (5)  
BRISLOX, 874,022, by Bristol-Myers Co., New York, U.S.A.

For infants' and invalids' foods (5)  
Device with words SUNBIRD JAMAICA, 873,515, by Agricultural Marketing Corporation, Kingston, Jamaica, West Indies.

For pharmaceutical preparations and substances (5)  
SURGAM, 877,021, by Roussel-Uclaf, Paris, France. DIACALM, 877,657, by Beecham Group, Ltd., Brentford, Middlesex.

For air freshening preparations (5)  
CORMIST, 877,234, by Stephenson Clarke, Ltd., London, E.C.3.

For pharmaceutical substances (5)  
DANBAR, 877,240, by Gerhardt-Penick, Ltd., Croydon, Surrey.

For sanitary towels (5)  
SOTTELLA, 878,134, by N.P.U., Ltd., London, W.C.1.

## PATENTS

## COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"  
October 6

Alkylendicyanamides and the preparation thereof, Nippon Carbide Kogyo, K.K., 1,009,891.  
Alkylenedicyanamide polymers, Nippon Carbide Kogyo, K.K., 1,009,892.

Pesticidal or herbicidal or like composition, Philips' Gloeilampen-Fabrieken, N.V., 1,009,893.  
Pregnancy test and reagent thereof, Shionogi Pharmaceutical Corporation, 1,009,896.

Substituted butenones, J. A. Gautier, & J. Thuillier, 1,009,909.

Steroid compounds, Merck & Co., Inc., 1,009,911.  
1,3-propanediol dicarbamate derivatives and processes for their production, Simes, S.p.A., 1,009,915.

$\alpha$ -Substituted propionaldehydes and process for their production, Simes, S.p.A., 1,009,916.  
Thienosteroids and their preparation, Shionogi Co., Ltd., 1,009,917.

6 $\alpha$ -Lower alkanoylthio-4-en-3-one steroids and the preparation, Shionogi & Co., Ltd., 1,009,919.  
Process for the halogenation of phthalocyanine, Geigy Co., Ltd., 1,009,921.

Process for the manufacture of aldehydes and ketones, Farbwerke Hoechst, A.G., 1,009,951.  
Aluminium containing astringent composition, Revlon, Inc., 1,009,959.

Aluminium oxide depot vaccines, C. F. Boehringer & Soehne, G.m.b.H., 1,010,005-006.

Process for the preparation of acetylated high molecular weight poly-oxymethylenes, Farbwerke Bayer, A.G., 1,010,018.

Preparation of steroids, Upjohn Co., 1,010,033.  
Process for the production of L-glutamic acid, Ajinomoto Co., Inc., 1,010,044.

13-Alkyl steroids related to oestrone, H. Smith, 1,010,051.

13-Alkyl steroids related to oestradiol, H. Smith, 1,010,052.

13-Alkyl 5,10-ethylenic steroid 3-ketones and the enol ethers, H. Smith, 1,010,053.

13-Alkyl steroids related to 19-nortestosterone, H. Smith, 1,010,054.

Diketones, H. Smith, 1,010,055.

3-C-hydroxymethyl-3,5-didesoxy-L-lyxofuran and derivatives thereof, Rikagaku Kenkyusho, 1,010,059.

Production of acetic acid, Halcon International Inc., 1,010,068.

Process for the preparation of 1-substituted cycloheptimidazol-2(1H)-one compounds, Sankyo Co., Ltd., 1,010,073.

Androstane derivatives and processes for the preparation, Roussel-Uclaf, 1,010,080.

Photographic method for producing a series of two or more photographic images, R. J. Eaves, 1,010,122.

Safety razor, Gillette Co., 1,010,144.

Insecticides and devices for the dispensing thereof, Shell Internationale Research Maatschappij, N.V., 1,010,191.

Composition for controlling bacterial and parasitic fungi, T. H. R. Palikko, 1,010,200.

Benzimidazolone derivatives and their use, Imperial Chemical Industries, Ltd., 1,010,219.

Photographic cameras, Rollei-Werke Franke Heidecke, 1,010,226.

Substituted 3-phenyl-5-imine-4,5-dihydro-1,2,4-oxadiazoles, process for their manufacture and therapeutic compositions containing them, J. M. D. Aron-Samuël and J. J. Stern, 1,010,231.

Benzenesulphonyl-semicarbazides and process for their manufacture, Farbwerke Hoechst, A.G., 1,010,238.

2-Oxa-3-oxo-steroids, G. D. Searle & Co., 1,010,239.

Benzoic acid derivatives, Koninklijke Pharmaceutische Fabrieken Vorheen Brocades-Stecma & Pharmacia, N.V., 1,010,240.

Steroid ethers, Abbott Laboratories, 1,010,253.

4-amino-6,7-di(lower alkoxy) quinolines and derivatives thereof, Norwich Pharmacal Co., 1,010,254.

Derivatives of tetrahalocyclopentadiene, Pittsburgh Plate Glass, 1,010,255.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from November 17



## PRINT AND PUBLICITY

ONE of the problems facing an advertiser on commercial radio is how to familiarise his sales force with the commercial before it is broadcast. That problem was overcome for Rayette Beauty Products, Ltd., Slough, Bucks, with their Radio Caroline campaign featuring Aqua-Net hair spray, when the station agreed to broadcast a message to the Food Brokers, Ltd., and Chemist Brokers sales forces at the end of the day's programmes. They were asked by letter to listen to the special broadcast, and then had the chance to hear the commercials, and an outline of the campaign. This is thought to be the first time radio has been used to stimulate a sales force.

## PRESS ADVERTISING

BOOTS PURE DRUG CO., LTD., 37 Station Street, Nottingham: Dulcils, In *Daily Express*, *Daily Mail*, *Sunday Mirror* and *Daily Record*.

J. & J. COLMAN, LTD., Carrow Works, Norwich: Robinson's baby foods, In *Daily Mirror*, and the "leading women's magazine."

HORLICKS, LTD., Slough, Bucks: Ellimans products, In *Sunday Express*, *The People* and *Radio Times*.

KAPUTINE, LTD., Boardman Street, Oldham, Lancs. Bellair hair spray, In *Woman*, *Woman's Own*, *Honey* and *Flair*.

OPPENHEIMER, SON & CO., LTD., Sanitas House, Clapham Road, London, S.W.9: Balmosa, In *Daily Express*, *Sunday Express*, *Daily Mail*, *Daily Telegraph* and *Sunday Telegraph*, October to February.

P. & M-WARRICK, Penarth Street, London, S.E.15: Meggezones, In *News of the World*, *People*, *Sunday Mirror*, *Sunday Express* and *Sunday Mail*.

E. G. PERROT & CO., LTD., Magnolia House, 160 Thames Road, Chiswick, London, W.4: Tabac, In *Sunday Times*, *London Life*, *Town*, *Queen* and *Scottish Field*.

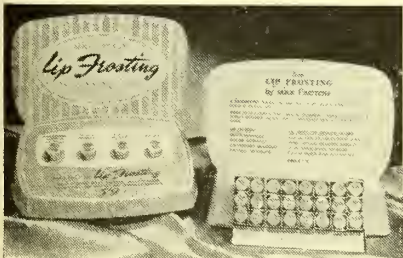
SANITAS GROUP SALES, LTD., pharmaceutical division, 43 Clapham Road, London, S.W.9: Liquefruta herbal cough medicine, In *News of the World*, *Sunday Mirror*, *Sunday Express*, *Daily Mirror*, *Daily Express*, *Daily Mail* and *Sun*, November to March.

TONI CO., Hawley Lane, Farnborough, Hants: Casual hair colour, In *Woman's Own* and *Woman's Realm*.

WRIGHT, LAYMAN & UMNEY, LTD., 43 Clapham Road, London, S.W.9: Glymiel jelly, In *News of the World* and *Sunday Express*.

## COMMERCIAL RADIO

RAPIDOL, LTD., Inecto House, 27 Dover Street, London, W.1: Hi-Lift, Hair Magic, Hint of a Tint and Milk Bleach, On Radio London, Radio Caroline and Radio Luxembourg.



**TESTING THE TINTS:** Counter tester unit and "dispenser" designed for the new "Lip Frosting" of Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1. The tester is in pastel shades to reflect the "Lip Frosting" tints. The front holds one tester in each colour with a description of the shade. The back of the unit contains six of each "Lip Frosting" and gives ideas for advising customers on fashion and colour co-ordination.

## WILLS

MR. A. E. BAILEY, M.P.S., 91 Cassiobury Drive, Watford, Herts, left £8,438 (£8,320 net).

MR. A. J. BOX, 13 Elsiemaid Road, London, S.E.4, managing director of A. J. Box (Wholesale Chemists), Ltd., Fooks Cray, Kent, left £11,766 (£11,667 net).

MR. D. R. BROWN, Claggersnich, Cromdale, Morayshire, formerly chairman of J. F. MacFarlan & Co., Ltd., Edinburgh, left estate in England and Scotland valued at £36,769.

MR. D. R. BYFIELD, 3 Eastmead Court, Stoke Bishop, Bristol, a director of J. R. Gibbs, Ltd., wholesale chemists, left £13,653 (£9,923 net).

MR. H. E. CHAPMAN, M.P.S., 6A Linden Park Road, Tunbridge Wells, Kent, left £8,083 (£7,916 net).

MR. J. D. CHISWELL, 39 The Highway, Sutton, Surrey, late managing director of Bayer Products, Ltd., Winthrop Products, Ltd., and Sterling Drug International, Ltd., left £16,254 (£14,600 net).

MR. E. C. CLARK, M.P.S., 15 Queens Avenue, Dorchester, Dorset, left £30,136 (£29,911 net).

MR. H. A. CLEARY, Mill Land, Clayton, Hassocks, Sussex, technical managing director of Arthur H. Cox & Co., Ltd., Brighton, left £21,456 (£20,465 net).

MR. R. COLLINGS, M.P.S., 105 Willingdon Park Drive, Eastbourne, Sussex, left £20,093 (£20,032 net).

MR. F. CROSSLEY, M.P.S., Wavertree Lodge, Kendal Road, Bowness-on-Windermere, Windermere, Westmorland, left £21,796 (£21,632 net).

MR. C. HEATON, 44 Stoneby Drive, Wallasey, Ches., who qualified as a chemist and druggist in 1931, left £22,537 (£21,948 net).

MR. H. R. LIVESEY, M.P.S., 294 Handsworth Road, Sheffield, left £19,899 (£19,420 net).

MR. F. J. ROBINSON, M.P.S.I., Dover Cottage, Castle Park Road, Dublin (chairman and joint managing director of Hayes, Conyngham & Robinson, Ltd., and a former president of the Irish Drug Association), left estate in England and the Republic of Ireland valued at £12,421.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Monday, October 25

LIVERPOOL CHEMISTS' ASSOCIATION, Adelphi hotel, Liverpool, at 8 p.m. Dr. J. C. Parkinson (deputy secretary, Pharmaceutical Society) on "Pharmacy Ten Years Hence."

UNIVERSITY OF LONDON, Botany theatre, University College, Gower Street, London, W.C.1, at 5 p.m. Professor B. A. D. Stocker on "Salmonella" Antigens—Structure and Genetics" (last of two lectures).

### Tuesday, October 26

CARDIFF BRANCH, NATIONAL PHARMACEUTICAL UNION, Park hotel, Cardiff, at 8 p.m. General meeting.

EASTBOURNE BRANCH, PHARMACEUTICAL SOCIETY, San Remo hotel, Eastbourne, at 8 p.m. "British Poisonous Plants and Fungi" (recorded lectures).

EAST KENT BRANCH, NATIONAL PHARMACEUTICAL UNION, Room "K," County hotel, Canterbury, at 8 p.m. Annual meeting.

GLASGOW PHARMACY CLUB, Cameron House, Hardgate, Glasgow, at 7.30 p.m. Annual dinner and dance and presentation of trophies.

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Marlboro café, Oxford Street, Harrogate, at 7.45 p.m. Mr. J. A. Myers (a member of Council) on "Prevention of Poisoning."

HEALTH EDUCATION AND PHARMACEUTICAL GROUPS, ROYAL SOCIETY OF HEALTH, Nottingham, 9.30 a.m. Boots Pure Drug Co., Ltd., Beeston. Works visit, 2 p.m. New research centre, Boots Pure Drug Co., Ltd., Pennyfoot Street, Nottingham. Conference on "Health Education and the Pharmacist." Speakers: Mr. G. Teeling-Smith (director, Office of Health Economics) and Miss M. A. Burr (a member of Council).

HULL CHEMISTS' ASSOCIATION, W. M. Jackson & Son, Ltd., Paragon Street, Hull, at 7.45 p.m. Cosmetic demonstration arranged by Max Factor, Ltd. (Open to ladies and assistants).

LANCASTER, MORECAMBE AND WESTMORLAND BRANCH, PHARMACEUTICAL SOCIETY, Royal Lancaster Infirmary, at 7.45 p.m. Film evening.

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Room 104, College of Technology, Leicester, at 7.30 p.m. School of Pharmacy prize giving.

SCHOOL OF PHARMACY, CHELSEA COLLEGE OF SCIENCE AND TECHNOLOGY, Manresa Road, London, S.W.3, at 7.15 p.m. Mr. F. J. Hiorns (British Coal Utilisation Research Association) on "Fundamentals of Communion."

### Wednesday, October 27

BIRKENHEAD AND WIRRAL BRANCH, PHARMACEUTICAL SOCIETY, Wellington hotel, Birkenhead, at 8 p.m. Mr. W. E. Court on "A Pharmacist in Canada."

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Recreation room, Cornelia nurses' hostel, Poole, at 1 p.m. "Chronic Bronchitis—A Team Affair" (film).

EXETER BRANCH, PHARMACEUTICAL SOCIETY, Chevalier restaurant, Exeter, at 8 p.m. Buffet dance.

FOOD GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 6.15 p.m. Professor J. Yudkin on "Appetite Control."

WORCESTER CITY AND COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Raven hotel, Droitwich, at 7.30 p.m. Annual dinner and dance.

### Thursday, October 28

BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, White Hart hotel, Ampthill, at 7.45 p.m. Mr. A. Aldington (vice-president of the Society) on "Future of Pharmacy."

BLACKPOOL BRANCH, PHARMACEUTICAL SOCIETY, Imperial hotel, Blackpool, at 7.45 p.m. Mrs. E. J. M. Leigh (a member of Council) on "Whither Pharmacy."

BOURNMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Post-graduate medical centre, Boscombe Bournemouth, at 1 p.m. "Headaches" (tape-recorded lecture).

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, Midland hotel, Bradford, at 7.45 p.m. Mr. W. M. Darling (a member of Council) on matters of current importance.

BRIGHTON AND HOVE BRANCH, NATIONAL PHARMACEUTICAL UNION, Langfords hotel, Third Avenue, Hove, at 7.45 p.m. Mr. P. D. Lewis (N.P.U. marketing officer) on "Your Products—Your Profits."

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Selbourne Hall, The Green, Southgate, London, N.21, at 7.15 p.m. Annual dinner and dance.

MANCHESTER PHARMACEUTICAL ASSOCIATION, University of Manchester, Extra-mural department, Roscoe building, Brunswick Street, Manchester, at 8 p.m. Student prize presentation by Dr. J. C. Parkinson (deputy secretary, Pharmaceutical Society).

### Friday, October 29

DUNDEE SECTION, ROYAL INSTITUTE OF CHEMISTRY, Large lecture theatre, chemistry department, Queen's College, Dundee, at 7.15 p.m. Dr. C. H. Cadman on "Changing Concepts of Plant Viruses."

### Sunday, October 31

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, White Hall hotel, Bloomsbury Square, London, W.C.1, at 12.30 p.m. Diamond Jubilee luncheon. Tickets (price 21s. each) are available from Miss E. C. Lindsay-Rae, 31 St. Ann's Villas, London, W.11 (telephone: PAR 2517). Latest date for applications, October 28.

NATIONAL PHARMACEUTICAL UNION, Grand pavilion, Porthcawl, Glamorgan, at 2.30 p.m. South Wales area meeting. Speakers: Mr. P. D. Lewis (Marketing Officer, N.P.U.) on "Your Marketing Problems" and Mr. G. T. M. David (vice-chairman, Central N.H.S. (Chemist Contractors) Committee) on "All Your Other Problems."

### Advance Information

INTERNATIONAL DISPLAY MARKET WEEK, Royal Garden hotel, At the Park, Kensington Gardens, London, W.8, February 21-24, 1966.





## Prescribers Press

### What doctors are reading about developments in drugs and treatments

NO conclusive evidence that ampicillin is beneficial in the hospital treatment of exacerbations of chronic bronchitis has been found by workers at Queen's University, Belfast. In a double-blind sequential trial, twenty-eight pairs of patients were given intensive bronchodilator treatment and physiotherapy, one of the pair receiving 1 gm. of ampicillin six-hourly for three days and 0.5 gm. six-hourly for four days, the other patient receiving a placebo. Ampicillin did not shorten the length of the patients' stay in hospital and any improvement noted in patients whose sputum cultured *Haemophilus influenzae* on admission did not persist after discharge. However, the authors state that their results indicate that ampicillin does reduce the frequency of early relapses, even if it does not affect the ultimate prognosis of the acute illness. New methods of detecting quickly patients who will benefit from antibiotic therapy are needed. (*B.M.J.*, October 16, p. 904.)

AN aerosol containing deproline citrate and isoprenaline was found immediately effective and to give a sustained bronchodilatation in asthmatic individuals, reports a worker at the City General Hospital, Stoke-on-Trent. Twenty patients known to have a fairly consistent response to aerosol adrenaline or adrenergic drugs by inhalation took part in the investigation. Three cartridges were tested. The first, containing deproline citrate, delivered 0.1 mgm. of drug per puff and was found

effective (as judged by indirect maximum breathing capacity) in producing bronchodilatation only after a latent period of one hour. A second aerosol delivering 0.15 mgm. of isoprenaline in addition was effective as stated. Cartridges containing inert propellant alone were inactive. (*B.M.J.*, October 16, p. 916.)

THE following comments appear in *Drug and Therapeutics Bulletin*: British National Formulary. The presence of

## CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

- AMPICILLIN. Value of, in the hospital treatment of exacerbations of chronic bronchitis. *Brit. med. J.*, October 16, p. 904.
- SONNE DYSENTERY. Treatment of. *Brit. med. J.*, October 16, p. 913.
- DEPTROPINE CITRATE. Bronchodilator action of, with and without isoprenaline by inhalation. *Brit. med. J.*, October 16, p. 916.
- PREDNISONE. Remission of hyperthyroidism (Graves' disease) and altered pattern of serum-thyroxine binding induced by. *Lancet*, October 16, p. 751.
- MULTIPLE EMULSIONS. *Lancet*, October 16, p. 771.
- ACTIONOMYCIN D. Inhibition of protein synthesis unrelated to effect on template RNA synthesis. *Science*, September 24, p. 1504.
- IODISED OIL INJECTION. Correction of iodine deficiency in New Guinea natives by. *Lancet*, October 16, p. 767.
- ALDRIN OR DIELDRIN. Metabolites in urine of rat on diets containing. *Nature*, October 16, p. 289.
- POLYETHYLENE GLYCOL. Use of, in investigations of absorption of fat. *Nature*, October 16, p. 293.

## NEW COMPANIES

P.C.=Private Company, R.O.=Registered Office  
BROOK DISTRIBUTION (TOILETRIES), LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in beauty products, etc. Subscribers: T. Lewis, 235 Sussex Gardens, London, W.2, and S. Phillips, DEVELOGOODS CHEMISTS, LTD. (P.C.).—Capital £100. Subscribers: Jean Herbert and Thomas A. Herbert, both of 156 Strand, London, W.C.2.

HUZZBLACKS, LTD. (P.C.).—Capital £100. To carry on the business of chemists, etc. Subscribers: Jean Herbert and Thomas A. Herbert, both of 156 Strand, London, W.C.2.

ICI (EUROPA), LTD. (P.C.).—Capital £100. To carry on the business of chemical manufacturers, etc. Subscribers: Barry D. O'Meara and Victor O. White, Imperial Chemical House, Millbank, London, S.W.1.

RED-O-LIN PHARMACEUTICALS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in pharmaceutical preparations, etc. Subscribers: Tom C. Shaw, 28 Green Lane, Burnham, Bucks, and Philip M. Thomas.

VIT-O-LIN PHARMACEUTICALS, LTD. (P.C.).—Capital £100. Other details similar to Red-O-Lin Pharmaceuticals, Ltd.

## COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period October 31 to November 6	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
PRODUCT														
Alka Seltzer ...	2/90	2/80	2/90	3/120	1/45	3/90	3/90	2/80	2/90	1/45	3/135	1/45	1/30	1/45
Anadin ...	6/55	3/44	1/30	3/90	4/74	2/60	1/30	6/65	6/80	2/60	2/60	4/120	—	—
Askit powders ...	—	—	—	—	7/49	—	—	—	—	—	3/21	3/21	—	—
Bisodol ...	—	—	—	—	—	—	—	5/35	—	—	—	—	—	—
Bunty baby products ...	—	—	—	—	—	—	—	—	1/15	—	—	—	—	—
Cal-fresh ...	4/120	2/60	3/90	5/180	3/90	2/60	2/60	3/90	—	2/60	4/120	3/105	—	—
Contac 400 ...	4/180	3/135	4/180	3/135	4/180	6/270	3/135	3/135	4/180	6/270	3/135	2/90	—	4/180
Disprin ...	—	1/30	1/30	2/60	2/60	1/30	—	—	1/30	2/60	—	—	—	—
Euthymol tooth-paste ...	1/40	1/30	1/30	1/40	1/40	—	1/40	1/40	1/30	1/30	1/30	1/40	—	—
Fennings junior aspirin ...	—	—	7/105	—	—	—	—	—	—	—	—	—	—	—
Loxene shampoo ...	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	—	—
Goddard's embrocation ...	—	—	—	—	—	1/15	—	1/15	—	—	—	—	—	—
Maybelline eye cosmetics...	1/30	2/60	—	4/120	—	—	—	—	—	—	—	—	—	—
Meggezones ...	—	—	—	—	—	—	2/60	—	—	—	—	—	—	—
Moorland indigestion tablets	—	2/14	1/7	—	—	—	—	4/28	—	—	—	3/21	—	—
Penetrol ...	—	1/7	1/7	1/7	2/14	1/7	1/7	1/15	1/7	—	—	—	—	—
Rinstead pastilles ...	1/15	2/30	2/30	2/30	2/30	1/15	2/30	2/30	2/30	2/30	3/45	1/15	—	—
Signal tooth-paste ...	4/120	—	2/60	3/90	2/60	2/60	1/30	2/60	2/60	2/60	4/120	1/30	—	6/180
SR tooth-paste ...	1/30	2/60	1/30	2/60	2/60	2/60	1/30	2/60	3/90	5/150	2/60	2/60	—	4/120
Steradent ...	1/30	1/30	—	—	—	—	1/30	—	—	—	—	—	—	—
Supersoft hairspray ...	—	—	—	—	—	—	—	—	—	—	—	—	1/30	—
Vitalis ...	3/59	1/7	2/52	—	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap ...	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15	1/15	1/15	—	—



# POLYCOLOR

## and the hair colourant market



By H. D. Dammers

*Marketing Director of the Toiletries Division of the Warner-Lambert group of companies*

IT was with considerable pride that everyone within the Lambert Chemical Company "saw through" the production of the ten-millionth tube of Polycolor at the end of last month. It was an occasion as significant to the chemist as it was to the company. For the success of Polycolor and the parallel growth of the home hair colourant market has been one of the most important sources of increased turnover and profit for the chemist shop in recent years.

What is more, although the ten-millionth tube was an achievement of Polycolor itself, this brand has paved the way for numerous other Poly products which have since been introduced with considerable success.

Before I go on to a more general discussion of the hair colourant market itself it will be as well to relate, briefly, the story of Polycolor in the United Kingdom.

It is now three-and-a-half years since we launched Polycolor in this country. Our group of companies, with its large interest in hair toiletries, is constantly on the search for new products that show exciting potential. We found Polycolor on the Continent and discovered that it had established itself in several European countries as the brand-leading home hair colourant. After a period of negotiation we reached agreement with the proprietors of the range—Therachemie of Düsseldorf—to manufacture and market the product in the United Kingdom.

### Two Significant Advantages

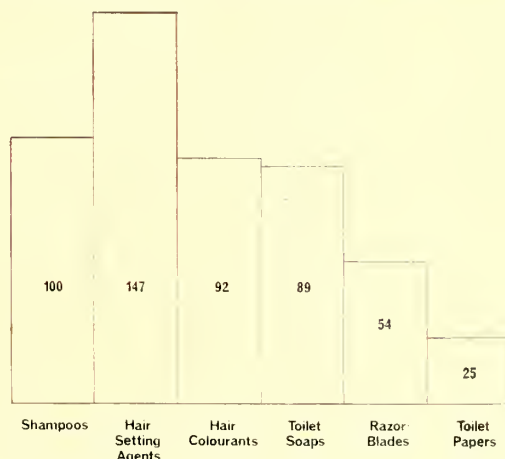
Our first opinions were confirmed. The product—even before advertising, display and other factors were taken into account—had two significant advantages over anything else available then—or now! They were simplicity of use and complete effectiveness—attributes appreciated by all women. Retailers know that women tend to be cautious about such matters as using a hair colourant. So any product that simplifies the task and minimises the possibility of "anything going wrong" is welcomed. Polycolor received an overwhelming welcome because its cream formula, making for ease of appli-

cation, eliminated the messiness associated with liquid colourants. Moreover it provided the right effect.

As important as the success of Polycolor itself is the fact that the product opened up a new era of expansion in the hair colourant market. More and more women who had been afraid of using hair colour began to swell the band of regular users of Polycolor. This was no case of one product taking business from another, leaving the chemist with the same turnover. It was a development that increased the takings of the hair toiletries section of every retailer.

What, in fact, does this development mean to the chemist? The short answer is: a great deal. Hair colourants have now overtaken several other "staple" lines as turnover and profit

Index of Sterling Turnover by Selected Product Groups. Shampoos = 100.





# DRAGOCO

producers of fine perfume compounds

offer their congratulations to the

***LAMBERT CHEMICAL Co. Ltd.***

on the occasion of their producing the

10 millionth tube of

***POLYCOLOR***

**DRAGOCO (GREAT BRITAIN) Ltd.**  
**Tallon Road, Hutton Industrial Estate,**  
**Brentwood, Essex.**

**LAPORTE** congratulates  
**Lambert Chemical Company Limited** on producing  
the ten millionth tube of Polycolor

**LAPORTE** the name to  
remember for **Sodium Perborate, Zinc Peroxide,**  
**Magnesium Peroxide, Bottled Hydrogen Peroxide**

# LAPORTE



**Laporte Chemicals Limited, Luton.**

Telephone: Luton 21212. Telex: 82221

A member of the General Chemicals Division of Laporte Industries Ltd.

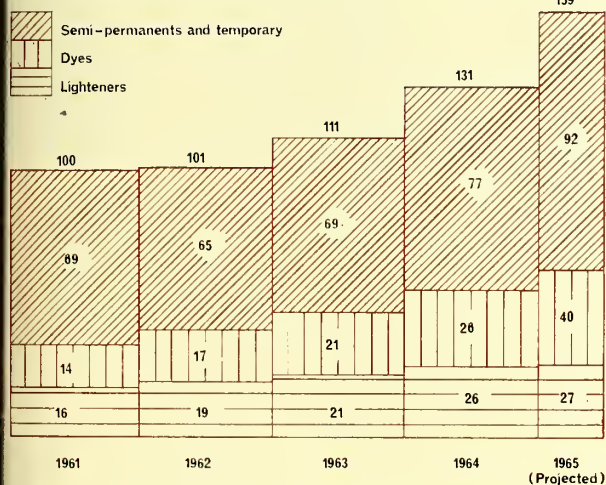


winners. This is made clear by chart No. 1, from which it can be seen that colourants have become even more important than toilet soap.

The success of Polycolor itself has naturally attracted the attention of other manufacturers, who have seen the great opportunities which are now presented. As a result, the retailer has been asked to stock several new products during recent months. Although this does mean added problems of stock control there is no question that the increased tempo of advertising and promotion will have the effect of expanding the market still further.

The most important section of the market is, of course, semi-permanents, and these account for well over half of all colourant sales at sterling value. Chart No. 2, which shows the

Growth of the hair colourant market, taking 1961 as 100.



increase shown in the permanent dyes section which, proportionately, is the most rapidly expanding of all.

Poly is, of course, well represented in this section too, with Polytint, introduced to the market in July 1963. Like Polycolor it became established quickly and soon became the leading "permanent" product for home use. There is no question that the confidence of the trade, and the goodwill of the public, for Polycolor, was instrumental in ensuring success for Polytint. Again, the same basic advantages apply to Polytint—it is both simple to use and gives the desired end-result.

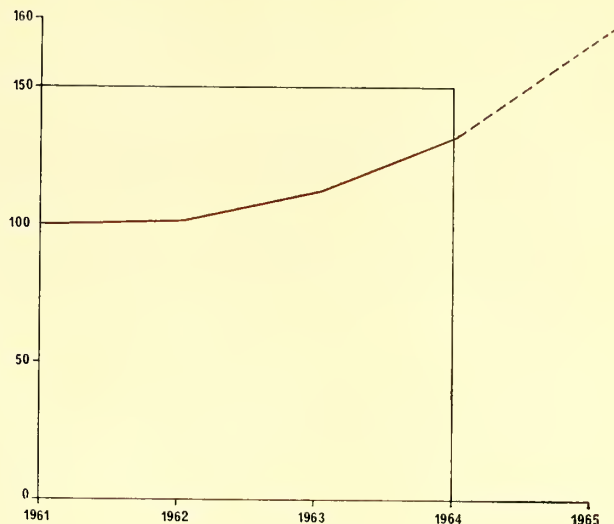
Hair lighteners have also increased in volume of sales, although there is evidence that the pattern of growth is less marked during 1965 than in previous years. Yet both Polyfair and Polyblonde have captured an important segment of the existing market, and are important profit earners in their own right.

The Poly range of products covers all sections of the market and indications are that a consumer first entering the market is attracted to the temporary product, tinting Polyhairset, then graduates to the semi-permanent Polycolor, and finally to the permanent product Polytint.

There is little doubt that the current growth in the hair colourant market will continue for many years to come. The highest percentage usage is amongst teenagers and younger women, who are more interested in hair-styles and hair colourings than any other segment of the market. It is just this section which is increasing in number at the present time.

As the element of risk inherent in colouring the hair diminishes, consumer acceptance is increasing. Social considerations are also having a definite effect on this market. Whereas a few years ago it was definitely "not done", amongst certain social classes, to tint or dye the hair, that inhibition has largely "gone by the board". It is probable that the vogue for blonde tips and streaks, which was very popular a year or two ago, may have helped the concept that skilful hair colouring is an

Growth of the total hair colourant market, taking 1961 as 100.



integral part of being fashionable and well groomed instead of something a woman would rather her friends did not realise she did.

### Consumer Usage and Potential

As would be expected, consumer interest in hair colourants is at its highest between the ages of 16 and 24. Nevertheless there has been in the past year a big increase in usage in the age group 35-64.

Socio-economically the C (£600-£950), D (£300-£600), and E (less than £300) income classes offer most potential, and single girls are more ready to use colourants than married women (which is, incidentally, quite the reverse of the picture that one gets in the home-permanent market).

The more popular season for all colourants is Spring and early Summer, though off-take is fairly evenly spread throughout the year. The Christmas period and January are marginally below average.

As far as the Poly range is concerned we confidently expect a steady increase in sales in the next few years. We hope, before long, to be marking the occasion of the sale of the 20-millionth tube of Polycolor.





# The POLY girls

WITH the tremendous expansion in the field of home hairdressing, and the consequent increase in the sale of hair beauty products for use at home, it is not surprising that the consumer is often a little confused and uncertain which product to choose for her particular hair problem, and feels the need for someone qualified to advise her. It is increasingly important, therefore, that she should have the advice of an assistant who is knowledgeable in the subject. This is particularly true of hair colourants, where an unsuccessful purchase may mean the loss of future business.

It was for these reasons, therefore, that the Lambert Chemical Company introduced the Poly Consultants training scheme last year—a correspondence course whereby beauty counter assistants in chemists' shops and stores could not only learn the

uses and application of each of the products in the Poly range but could also gain a broad knowledge of hair care in order to recognise different hair types and conditions, plus general sales techniques. Having studied the specially prepared material



Miss Susan Bounds, Poly Consultant of E. G. Williams, Leamington Spa.

provided, students were then invited to take an examination on paper, and those that successfully completed it were awarded a Poly diploma, a lapel badge and a counter display plaque to identify them as Poly Hair Consultants, qualified to advise and guide customers on the best choice and shade of hair beauty product for their individual requirements.

The response to this training scheme was enormous, and a whole new department had to be created to deal with the administration of the scheme.

In addition, and in order to maintain the interest of all consultants, a monthly publication was introduced and mailed to all qualified Poly salesgirls. Called *Polynews* it seeks to extend the basic knowledge which each of the consultants will have gained from the correspondence course, to keep her up to date on new products, shades and developments, and give her the chance to test products for herself. In addition *Polynews* contains the "Salesgirl of the Month" feature, fashion and beauty news, competitions, hairstyle pictures with setting directions and general interest material including a cartoon strip character called, appropriately, Polly! (See page 9)

## Praise from Users

"The interest in *Polynews* is very encouraging," said Anne Gordon (Chief Consultant for Poly hair preparations), who runs the consumer postal advisory bureau. "So many of our girls say how much the scheme has helped them, and one of the most frequent comments has been that they are now quick to recognise the customer's need and can recommend shades of hair colourants (always a tricky question) with increased confidence and accuracy. A lot of the letters are very amusing and chatty, telling us of incidents in the shop relating to Poly products, like the one from a consultant in Woolwich who told of the success a coloured gentleman had using black Polycolor on his greying beard, and another from a Glasgow consultant who claimed to have used all sixteen shades of Polycolor herself, she could really speak from experience. Reports have also been coming in from chemists, some of whom have as many as three qualified Poly Consultants in their shops, who are delighted at the extra sales the girls now achieve through an added interest in their job, and by increased confidence in them shown by customers."

There are occasions, of course, when a Poly Consultant finds it difficult to give advice herself, either because the customer has a particularly "difficult" type of hair or because she has already used other hair preparations that might interfere with the successful application of a further product. In these cases the girls are urged to refer their customer to the Anne Gordon Poly Advisory Bureau, where samples of hair can be laboratorily



"Polynews," the monthly newsletter that goes to all Poly Consultants.

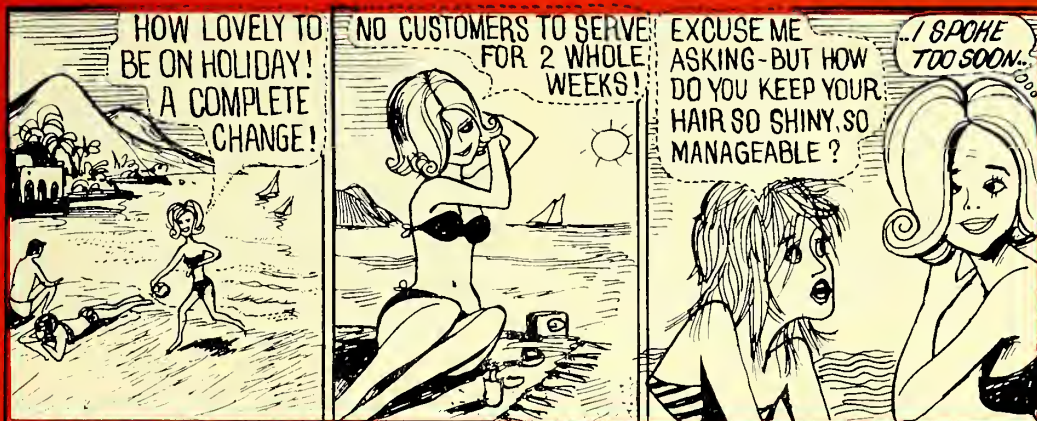


ested, and a full report given with advice on which product and shade to use and the correct application of it for the desired result.

The Lambert Chemical Company have such faith in their consultants scheme that next year they plan to run a series of

quarter-page black-and-white advertisements in leading women's weekly magazines featuring actual Poly Consultants, and drawing the attention of consumers to this free advice service that is available in so many chemist shops throughout the country where Poly hair preparations are sold.

## POLLY



A WELL organised consumer advisory bureau for users of Poly hair preparations has been in existence since the introduction of Polycolor to this country about three years ago, but during that period the interest in home hairdressing products, and Polycolor in particular, has grown so much that the department is now more than four times its original size. "We receive an average of 300 letters a week from users of Poly products", says Anne Gordon (Chief Consultant and head of the Advisory Bureau) "and most of these queries need individual answers!" To help with this enormous task Anne Gordon has a team of six working for her, including an assistant consultant and three specially trained secretaries. There are also two laboratory technicians who spend their day testing the colour of hair samples sent in by customers, and suggesting the Poly colourants that should give the most attractive results. They also carry out research into new colour combinations and effects, and investigate all competitive products.

Another key member of the team is Freda Prescott, a qualified hairdresser who is responsible for testing products on girls, often from the large factory staff who volunteer to act as guinea pigs in the Poly salon at Eastleigh. In all her work Freda maintains close liaison with Anne Gordon and the team of chemists working in the laboratories. Often she is asked by Anne Gordon to conduct experiments on "problem" hair, so that she is able to recommend the correct treatment to customers.

Most of the women who write to Anne Gordon want advice on difficult hair, or additional information on the range of Poly products. Sometimes she gets an S.O.S. from someone who has failed to follow the instructions correctly, and then, if necessary, special treatment is given at the Poly salon. Occasionally she even gets letters from male customers who are anxious to keep their youthful looks. There was an occasion when, after an urgent telephone call, a middle-aged man came racing down to Eastleigh in his car



Anne Gordon

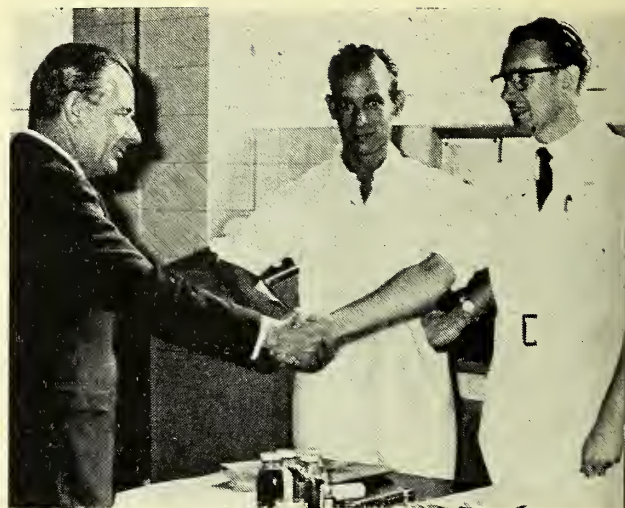
## The POLY advisory bureau

(Continued on Page 13)

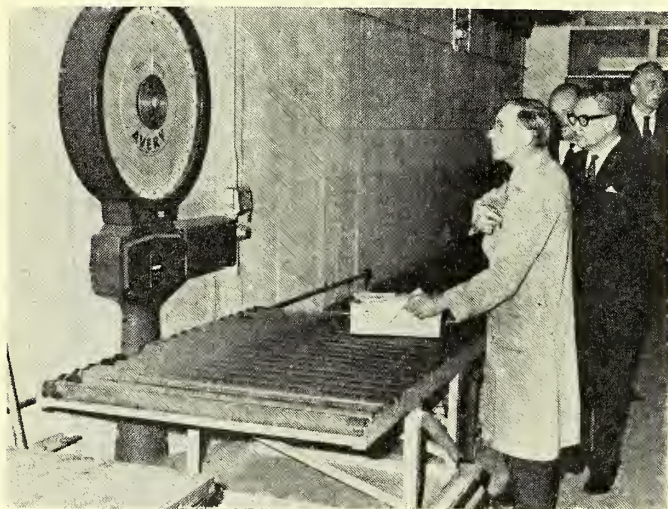


# Making and selling the 10-millionth tube of POLYCOLOR

*THIS is the story of the manufacture and sale of the 10-millionth tube of Polycolor. However, apart from the fact that this was a very special occasion, it is also the story of all the other 9,999,999 tubes of Polycolor. Just before the "10-m." tube was due to come on the production line, the managing director of Lambert Chemical Co. (Mr. C. B. Bray) went onto the factory floor to congratulate all staff and to follow the progress of the tube until it was finally dispatched to the retail customer.*



A WORD of congratulation from Mr. Bray for three pro workers in the manufacturing department. They have been responsible for processing the various fine chemicals purchased from such suppliers as J. H. LITTLE (who import a vital ingredient from HENKEL), LAPORTE CHEMICALS, LTD., and DRAC into the final product Polycolor. Suppliers, process workers and the quality-control department combine together to ensure that the strictest tolerances are observed for every batch of every shade of Polycolor. The batch they have just completed is "light blonde"—now it is ready for tube-filling.



AFTER packing into the eye-catching display outer, the consignment is put into a shipper from HOLLINGSWORTH-MARSHALL & Co., LTD., to protect it on the final stages of its journey. Now the consignment is being weighed before being dispatched from the factory. Looking on are Mr. Bray, Mr. Dammers and Mr. K. G. Hockridge (production director). The tube's destination: E. G. Williams (Chemists), Ltd., Leamington Spa.



THE tube is finally sold to the consumer by the Poly Co. consultant in the Leamington Spa Pharmacy, Miss Susan Bounds, who has been qualified for about nine months. Her customer (also a Susan) is Miss Bromley. A natural "mouse", she uses Polyblonde to lighten her hair and afterwards shampoos with "light blonde" Polycolor to give her hair a beautifully soft blonde tone. She has been a Poly fan for nine months.





From the manufacturing department on the first floor the Polycolor is piped to the tube-filling machines—the first stage of packaging. Tubes and flaps supplied by JOHN DALE, LTD., are placed in the rotary holder by the operative, and a precise quantity is dispensed into each tube. Cameramen record the scene, which was broadcast on Southern Television News. Now, new automatic machines have been installed to meet the steadily increasing demand for Polycolor.

The filled tube passes along the production line and is inserted into the carton, supplied and printed by TAYLOWE, LTD. At the same time two other vital components are packed as well—the sachet (containing the powder component and the instructions leaflet). The sachet is made up by IVERS-LEE (GREAT BRITAIN), LTD., from laminate supplied by the ROBINSON WAXED PAPER Co., LTD. The 10-millionth tube was put in a specially printed gold carton to distinguish it from the others.



L. Thomas, left (sales manager of the Lambert Chemical Co.) presents to Mr. D. G. Ivory, manager of the pharmacy, a note and a certificate commemorating the occasion. There are prizes for the Poly Consultant and the customer as well, and they were invited to a cocktail party at the Ritz Hotel, Piccadilly, to meet others who were concerned in the production of the 10-millionth tube and members of the Press. The party was followed by dinner at a fashionable London restaurant.

At the celebration in the Marie Antoinette suite at the Ritz Hotel, Mr. Dammers chats to Miss Susan Bromley, the customer, now showing the delightful effect of the 10-millionth tube of Polycolor. Also in picture are Miss Susan Bounds, the Poly Consultant, and Mr. D. G. Ivory (manager of the pharmacy). Attending the function were several of the suppliers of raw materials and packaging supplies, who have made a valuable contribution to the product's success.



**Southern  
Independent Television  
congratulates  
Lambert Chemical Co. Ltd.  
on achieving  
10,000,000 sales of  
Polycolor  
and is proud  
to have played an  
important role in yet  
another successful  
product launch**



**SOUTHERN**  
INDEPENDENT TELEVISION



with a hat crammed down on his head. He had used a black hair colourant on his greying hair, but instead of leaving it on his hair for the twenty minutes stated in the instructions leaflet he had panicked after only five minutes with the result that the colour hadn't developed properly, and he had a lovely head of blue hair! Still other letters are from enthusiastic users of Poly products who simply want to express their thanks.

However, not all of the queries that Anne Gordon receives are directly concerning Poly hair preparations. A lot of them are from customers who obtained a copy of *Hair Beautiful*, the glossy magazine that was produced as a special offer to users of Poly products in 1964, which established the name Poly as an authority on all aspects of hair care. Some ask how they can get a professional home set and what sort of hairbrush or rollers they should use. Others want advice on their hair condition, or ask for details of false hair pieces or new hairstyle trends. "We have literature on all these subjects that we can send out," says Anne Gordon "including many different hairstyle leaflets covering styles for all lengths of hair and for all age groups from children to over-forties, all with setting diagrams and dressing-out instructions. "But of course every letter we write gives us an opportunity to recommend Poly products, or to tell potential customers about them if they are not already acquainted with the range."

So not only have the Lambert Chemical Company got a first-class range of hair preparations; they also have the solid and knowledgeable backing of the Poly hair consultants at point of sale, and a team of experts with the latest testing facilities ready to help and advise the customer through the post.



Freda Prescott

# Tubilee!

10,000,000 congratulations  
to the Lambert Chemical Company  
on their remarkable achievement, in which  
we are proud to have assisted.

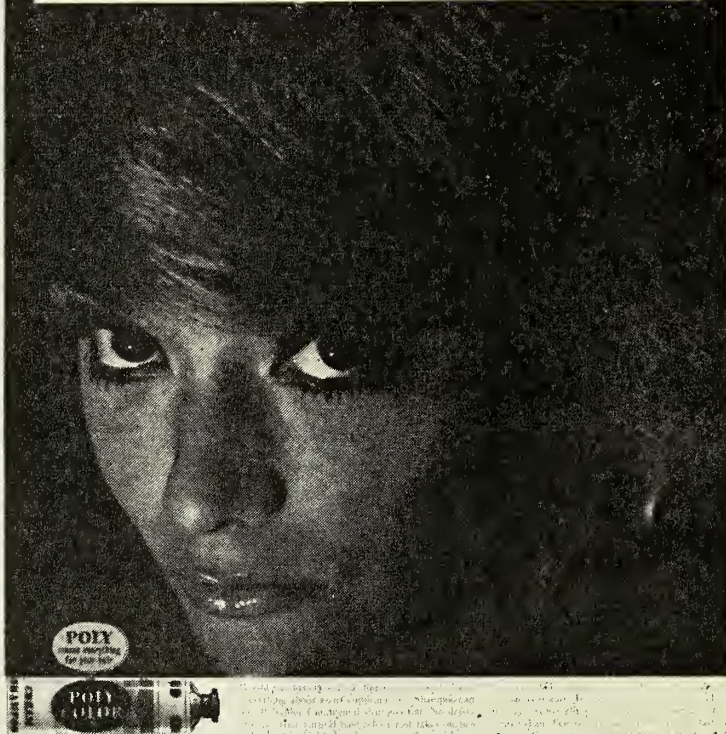
## ivers lee

Ivers-Lee (Great Britain) Ltd.  
Packaging Machinery & Contract Packing Service  
Cordwallis Estate • Cookham Road • Maidenhead • Berks.  
Tel: Maidenhead 21121-2-3.



# In Every Mouse a Tiger Lurks

SAYS POLYCOLOR



WITH a few notable exceptions, the saying "in every mouse a tiger lurks" may be applied to practically any English woman—to most American women for that matter, or to any Belgian, Chinese or Brazilian girl. That is not to say that most women are mice at heart, far from it. Few women are naturally extrovert, however, even fewer blessed at birth with the dynamic good looks or radiant personality that make a man stop dead in his tracks. Yet, whether a woman is prepared to admit it or not, she basically believes that, if she just had that little extra something, she would be able to achieve her subconscious goal in life, to be important to one man, to be physically admired by many men, and to be genuinely attractive to all men, at all times.

## A Natural Motivation

This isn't a new discovery, though it may have only recently come to pass that

a woman's subconscious desires are discussed so openly. This simple motivation—the pursuit of social success—is recognised nowadays by many manufacturers as playing a major part in the sale of any lipstick, items of fashion clothing, or hair cosmetics.

We believe that some measure of Polycolor's success may be attributed to the way in which we have deliberately used this basic need for reassurance amongst women, and translated it into a communications platform. From this copy platform we have told a story which has subsequently helped sell our product. We have built a brand identity for Polycolor, not by exploiting a feminine weakness, but by reassuring the woman that she'll look better, feel better, and "something good will happen to her" if she takes trouble over her appearance, in the present instance by taking the proper steps to improve the colour of her hair.

It is noteworthy how attitudes to hair colouring products have changed in the British market. When we launched Polycolor in 1962, colouring one's hair was one of the social taboos. It posed quite a problem, even to the extent of hindering the development of the colourant market. Words like "tarty", "brassy", "not done" or "chorus girl" were all too often applied to women who coloured their hair. Men disapproved, some vociferously, some by implication. But whether or not the subject had ever been discussed in the home a woman firmly believed that her husband or boy friend would disapprove of her dyeing her hair. Instead of ignoring that attitude, we decided to call a spade a spade when we launched our product, and one of our first advertisements ran with the headline, "Don't tell your husband until after you've done it". It's stretching a point a little to attribute an attitude shift to our small efforts in this direction, but a recent





"Don't tell your husband until after you've done it"

research study has shown that the public, both male and female, have softened their language considerably over the past three years, so much so that colourant users are now described by non-users as "smart" women who "care about their appearance" and "lead full, interesting lives!"

We also had a real story to tell about Polycolor the product. Our formulation brought something new to the market. Colour results offered a marked improvement over existing competition, and Polycolor was the only cream colourant in a market that was rapidly favouring cream formulations in other product categories, such as shampoos. Hence our first headline, "This will change all your old ideas about hair colouring". We have never departed from the policy of using our product benefit, easy-to-use cream shampoo, as a major component of our communications strategy.

### Two Approaches

At the beginning of 1963, when the launch campaign was over, we developed two specific copy strategies which have continued right through our advertising until 1965, and we have found no reason to modify our approach even in the light of current competitive activity. These strategies can be expressed in two short phrases: one appealing to the woman's basic need to make herself more attractive, the other stating our product benefit.

1. Polycolor not only enhances the natural colour of the hair—it gives a woman new confidence and boosts her personality.
2. Polycolor enhances the natural colour of the hair with the speed and ease of a shampoo.

The latter proposition, ease-of-use, is important to a woman when she chooses a colourant, and here we had to fight a lot of prejudice amongst women who thought that colourants were messy to use, that they dripped all over the place, staining the hands, the towel, the basin

and even clothing. Again we took the bull by the horns by actually showing the product in use in our advertising. We illustrated the "shampoo" action, showing a girl using Polycolor and truly enjoying the experience of colouring her hair.

*"Gaily she whipped the creamy foam into the latest Paris creation. She was beginning to feel a new person. 'Miss Brown' was becoming a spirited chestnut."*

We chose colour pages filling the entire area with a striking visual of a girl's hair covered with tinted foam. Polycolor advertisements deliberately have an editorial look, with the copy interestingly displayed. The sister advertisement to the "shampoo" story was Polycolor's first attack on women who don't make the most of themselves.

*"In every mouse a tiger lurks! Polycolor kindles brown to glowing chestnut, turns mouse to honey blonde. And ignites your personality as well."*

The complete promise, in one headline. A striking model with glowing red hair, and all the nuts and bolts a woman needs to know about the product explained in the body copy.

### From Strength to Strength

At the end of 1963 Polycolor had a 21 per cent sterling share of the semi-permanent colourant market and the brand was moving from strength to strength. The exceptional power of the two women's magazines, *Woman* and *Woman's Own* has been responsible for our being able to achieve coverage and impact at an economic level during our growth years and the flexibility of those publications allowed us to create a new 9 in. across three columns space size which first became available in 1964. Polycolor was the first brand to be advertised in this space, which lent itself admirably to the type of editorial treatment particular to Polycolor advertising. Our 1964 cam-



Seeing her for the first time — after all this time

paign was designed to look as if the visual were in fact illustrating the surrounding magazine copy, the headline set as if it were a teaser caption to that copy. We chose situations to convey the idea that a girl's life suddenly takes a turn for the better the minute she starts using Polycolor. The mood was one of romance and excitement. The visuals showed real life—a restaurant, the park, an antique shop, the presence of a man more often suggested than shown. Captions, fiction-style, told of the man's appreciation of the girl's hair. Why did he appreciate her hair? Because "Last night she used Polycolor". That campaign was exceptionally successful in terms of value for money. Although recent research shows



You're his wife. Who's his girl-friend?



### Wife and girl-friend

it is usually difficult to justify mini-pages in terms of cost per thousand, the creative content of the Polycolor campaign had such impact that, on an index of 100 representing an average advertisement, Polycolor ads. were scoring 132. Once more our product benefit—ease-of-use—became the subject of a special advertisement shown at intervals throughout the year.

In 1965 we used television for the first time: a young, swinging commercial aimed at the younger market. "Are you switched on?" was the leading question. And millions of women answered the question by switching to Polycolor and bringing the brand right to the top of the market, as Britain's best-selling colouring shampoo. Television was backed up by full colour pages in leading women's magazines with large "end-result" illustrations offering the promise of transformation from "Dull Into Dynamite," "Dark Into Devastating", "Fair Into Fabulous", "Ginger Goes Gorgeous".

### Age-group Appeal

There is one aspect of our carefully prepared communications strategy that we haven't yet mentioned, and that is how we have tackled the market from the point of view of age, and how we have made



Polycolor fit into this complex. There are two reasons why women choose to colour their hair: for the younger ones—to glamourise, and for the older ones—to disguise. The decision to disguise grey hair or allow nature to take its course is one of the most important and soul-searching decisions a woman has to make in her life. Those first grey hairs are often the first sign of the natural ageing process. They strike a sharp note, often a desperate note, in a woman's mind. They may even temporarily shatter her confidence in herself. Many women enter the colourant market for the first time with the advent of grey hair, and that is an area where the manufacturers of reputable colourant products are doing a great service towards helping a woman's peace of mind, in those years when she often feels her dowdiest. Small children round her feet all day, seemingly endless cooking, cleaning and washing, then, to cap it all—she finds her first grey hair. We have evidence of the difference a hair colourant can make to such women, evidence of the psychological uplift they get from feeling young again, and still attractive to their husbands.

### Grey-hair Problems Solved

Nearly all women with a grey hair problem can be satisfied with Polycolor, or any other good semi-permanent colourant specially formulated for the purpose. Only the woman with completely grey hair needs the covering power

even when the cares of the house may seem over-whelming and all time consuming. "Which one is his darling?", "How to get your husband to take you to the pub", "How to make your husband keep his eye on you", "You're his wife, who's his girl friend?" The answer to all the questions is an obvious one. Get rid of grey. Use Polycolor. Be young again. Be the girl friend he courted and married. Don't let grey hairs get you down. A simple message, told in a forthright way.

The story of Polycolor is a success story. Polycolor advertising has been successful advertising. Who knows what the coming year may bring in this highly competitive market? We are confident, however, that the standard of advertising which has brought Polycolor to the pinnacle of brand leadership will continue to work hard for the brand in 1966.

In addition to, and apart from the advertising for their hair preparations, Poly employs a busy press and public relations company. Beauty editors on magazines and woman's page editors of newspapers are kept up to date on news of Poly products, supplied with samples for testing, photographs of hair styles for use editorially, and copies of leaflets for their readers. There is no doubt that the acclaim of several leading beauty editors has helped give the public its great confidence in all Poly preparations.

The public relations advisers work in close co-operation with Ann Gordon of the Poly Hair Advisory Bureau who helps beauty editors answer many of the queries they receive from their women readers. This service is appreciated by editors who have come to realise that not only does Poly mean everything for the hair, but that Poly knows most about hair care.



The Poly packs

of a dye. We have made it our policy to create a special advertising campaign for Polycolor so that the older grey haired woman may easily identify herself with our product, and furthermore so that she may understand the difference between a semi-permanent colourant like Polycolor and the sister brand, Polytint, which a woman *must* use if she has very grey hair. Even in this segmented campaign we never depart from appealing to a woman's basic need—confidence in her outward appearance. Here our headlines have been provocative. Not intended to shock, but with enough of a double meaning to encourage women to keep on looking after their appearance,



The Poly Shade card



# cumulative price changes

## AMENDING C & D QUARTERLY PRICE LIST FOR SEPTEMBER 1965

[illegible]

the original half-volume, ideally balanced, **TRIPLE ANTIGEN**

# TRIVAX

trade mark

## \* DIPHTHERIA

## \* TETANUS

## \* WHOOPING COUGH



BURROUGHS WELLCOME & CO. (*The Wellcome Foundation Ltd.*) LONDON



[illegible]







D	Gumtex (347 Dalmas)				Kinldin Durules (68 AH)				8041							
	20	0	5	0	30	13	1ea	—	19	7	38	6ea	9	8ea		
	250	235	58	9	100	40	4ea	—	60	6	8046	65	8ea	16	6ea	
D	dp 500 430 0				Kitzyme (978 PYP)				8001							
	50	40	0ea	—	50	13	4	—	1	8	8002	101	5ea	25	4ea	
	250	36	0	—	250	36	0	—	4	6	8003	192	10ea	48	3ea	
D	Gynekoll (922 Ortho)				Kleendri (1372 CCL)				talcum 100 gm							
	intrauterine device	5	40	0ea	—	60	0	—	9	0	1008	4	8ea	1	2ea	
	standard size	5	40	0ea	—	60	0	—	9	0	2008	18	0ea	4	6ea	
D	small size				Kodak (711 Kodak)				toilete perfume							
	Insertion unit	22	8ea	—	34	0	—	—	33	0	2oz 8728	18	6ea	7	4ea	
	uterine sound	32	0ea	—	48	0	—	—	—	—	4oz 8729	31	5ea	4	8ea	
D	clipping scissors				hand cleaning cloth				atomiser							
	92	0ea	—	138	0	19	0	4	6	2	11	8026	34	3ea	8	7ea
	—	—	—	—	—	—	—	—	—	—	4oz 8229	30	0ea	7	6ea	
D	Halex (560 Halex)				Instantatic "200" outfit				deluxe							
	beauty tray E318	—	—	—	113	5ea	27	2ea	200	3	—	—	—	—	—	
	Caress ladies' hair brush D359	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	reinforced centre nailbrush D522				Instantatic movie				Mandelamine (1310 VVW)							
	Major nail brush D534	—	—	—	—	—	—	—	—	—	(distributors 776 Loveridge)	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	suspension	8oz 14	8ea	3	8ea	
D	Harriet Hubbard Ayer (852 Molyneux)				movie				Mandrax (1087 Roussel)†s4B							
	creme de nuit	—	—	—	42	0	—	—	—	—	tablets	12	36	0	—	
	aerante	—	—	—	—	—	—	—	—	—	100	22	0ea	—	—	
D	Haze (1037 Reckitt)				projectors				Margo's (798 Margolis)							
	standard size	28	3	—	3	3	—	—	—	—	tonic hair cream	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	sachet refill 105cc	54	0	13	6	
D	Hepastab (147 Boots) forte all sizes				M55-L				(1 gross)							
	Hepviac (49 AF)†s7	50	54	0	13	6	7	6	—	560	0	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Hexital (922 Ortho) sls4A				M60-L				Markacillin V-K (1453 Norcil) T5							
	tablets	100	56	0	—	7	0	—	—	740	0	—	—	—	—	
	dp 500	222	0	—	—	—	—	—	—	1200	0	—	—	—	—	
D	Homovir (49 AF)†s4B				M70-L				250 mgm							
	tablets	50	52	0	13	0	7	2	—	—	—	500	200	0ea	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Horlicks (621 Horlicks)				movie films (double 8mm)				Mascetin (938 PD)TS							
	mixer	15	0	1	6	1	8	—	—	—	(vet.) 3-5 mil	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	box of 4	8	2ea	—	—	
D	Hydra-kit (1154 S&N)				Ektachrome 11				boxes of 4							
	large	30	0	2	11	3	4	—	—	—	94	2ea	—	—	—	
	10	0ea	—	15	0	—	—	—	—	—	Mason Pearson (807 MPB) hairbrushes	—	—	—	—	
D	Hydrocortone (837 MSD)				Kodachrome 11				ladies pocket nylon							
	eye drops	—	—	—	—	—	—	—	—	—	bristle	14	0ea	3	6ea	
	eye ointment	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	saline suspension 5mils and 1mil x 6				Super cartridge				shingle nylon							
	—	—	—	—	—	—	—	—	—	—	bristle	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Hypabeta-20 (837 MSD)				finger stalls				gentle							
	Hypaque (97 Bayer)	51	6ea	—	—	—	—	—	—	—	universal	14	0ea	3	6ea	
	25% bottle 250mils	—	—	—	—	—	—	—	—	—	—	15	5ea	3	11ea	
D	Hypotensyl (49 AF)				foot powder				superior							
	tablets	50	38	0	9	6	5	3	—	—	junior	21	7ea	5	5ea	
	—	—	—	—	—	—	—	—	—	—	—	28	0ea	7	0ea	
D	Icpen V (649 ICI)TS				jock strap standard support				popular							
	syrup	30	30	0	—	4	1½	—	—	—	standard	—	—	—	—	
	60 mils	54	0	—	—	6	9	—	—	—	extra large	49	8ea	12	5ea	
D	tablets 300 mgm				Lasterinse				extra small							
	12	82	0	—	—	—	—	—	—	—	—	44	10ea	11	3ea	
	100	51	0ea	—	—	—	—	—	—	—	—	11	1ea	2	10ea	
D	Impact (1569 SAC)				body lotion				bristle							
	hari spray	6oz	22	6	5	9	3	3	—	—	men's military	—	—	—	—	
	8oz	26	6	6	8	3	11	—	—	—	extra large	49	8ea	12	5ea	
D	16oz				Lentheric (753 Lentheric)				extra small							
	18oz	38	0	9	6	5	6	—	—	—	universal	44	10ea	11	3ea	
	—	—	—	—	—	—	—	—	—	—	—	15	5ea	3	11ea	
D	Ingram (172 BMCL)				Lifeguard (893 Nicholas)				superior							
	Lanolin Gold lather	23	5	5	6½	3	3	—	—	—	junior	21	7ea	5	5ea	
	shave cream	—	—	—	—	—	—	—	—	—	—	28	0ea	7	0ea	
D	Intramycetin (938 PD)TS				Linc-o-lin (657 IL)				popular							
	(vet.) vial	10	10	0	—	10	0	—	—	—	standard	—	—	—	—	
	30 mils	18	4ea	—	27	6	—	—	—	—	—	—	—	—	—	
D	75 mils				anti perspirant				bath liquid sachet							
	37	0ea	—	55	6	—	—	—	—	—	—	49	4	11	9	
	—	—	—	—	—	—	—	—	—	—	—	6	doz	5	10	
D	Intraval (971 PSMB) sodium †sls4A				skin perfume deodorant				bottle							
	ampoules 2-5% 0-5 gm	50	700	0	—	87	6	—	—	—	—	24	8	5	10	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Iodamells P (49 AF)				Lipiodol (115 Bengue) entire entry				powder sachet							
	drops	50mils	128	0	32	0	16	11	—	—	—	—	—	—	—	
	tablets	50	64	0	16	0	8	6	—	—	—	—	—	—	—	
D	Iodex (1153 SKF)				Lipiodol (115 Bengue)				large							
	4oz	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
	4oz	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	c.methyl sal. 4oz				fluid				lip frosting							
	Irgaparin (501 Geigy)†s4B	3	66	0	16	6	9	7½	—	—	—	40	0	9	6	
	ampoules with Xylocaine	50	80	0ea	20	0ea	140	0	—	—	—	—	—	—	—	
D	3mils				ultra fluid				Medihaler-epi (1061 Riker)†							
	5mils	50	88	9ea	22	2ea	155	3½	—	—	—	400	dose	14	4ea	
	5mils	5	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Irradex (938 PD)				with chlorophyll				existing pack							
	11lb	60	0	—	7	6	—	—	—	—	—	—	—	—	—	
	2½lb	120	0	—	15	0	—	—	—	—	—	—	—	—	—	
D	Isothionaiodine (49 AF) entire entry				Viscous 40%				Medihaler-iso (1061 Riker)							
	Isothionaiodine (49 AF)	6	69	0	17	3	9	2	—	—	—	400	dose	14	4ea	
	simple ampoules	6	178	0	44	6	23	6	—	—	—	—	—	—	—	
D	c vitamin B				with sulphaniamide †s4B				existing pack							
	Jaunty (78 AS&Co) foot spray	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
	Jelosol (713 KH) MC	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	quartz lamp				20mils				Medihaler-iso Forte (1061 Riker)							
	Jergens (261 Christy)	302	24	0	6	0	3	3	—	—	—	400	dose	17	0ea	
	hand lotion	6oz	40	2	10	1	5	6	—	—	—	—	—	—	—	
D	classic				20mils				existing pack							
	96	0	24	0	13	9	—	—	—	—	—	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Jertox (1232 T&R)				Lloyds (629 HL)				Melody (509 Gibbs)							
	fly-killer aerosol	35	3	—	3	11	—	—	—	—	hair colouring	45	1	11	3½	
	aerosol insecticide	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Johnsons (672 Johnson)				adrenaline cream tube				Methocidine (1077 Rona)							
	baby gift new	234	6	48	0½	32	6	—	—	—	—	42	0	—	—	
	gift box	85	5	19	2	11	9	—	—	—	—	—	—	—	—	
D	Johnsons (673 JofH)				adrenaline cream tube				Methral-N (583 HP)							
	bromide developer	—	—	—	—	—	—	—	—	—	topical ointment 10 gm	—	—	—	—	
	250mils	34	0	—	4	3	—	—	—	—	—	—	—	—	—	
D	500mils				30gm				Minette (1110 Schuberth)							
	—	—	—	—	—	—	—	—	—	—	cotton gloves	22	9	2	3½	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	Joystep (1213 ET)				L'Oreal (525 Golden)				Mist. bismuth brom. conc. (576 PH)†							
	Joystep (1073 Robinson)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
	Kenadex (978 PYP)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
D	extract				bleach packet				existing pack							
	3oz	18	0	—	2	3	—	—	—	—	—	—	—	—	—	
	7½oz	30	0	—	3	9	—	—	—	—	—	—	—	—	—	
D	11lb				Lucidril (768 LA)				Mist. bismuth c soda conc. (576 PH)							
	52	0	—	6	6	—	—	—	—	—	—	—	—	—	—	
	61b	23	4ea	—	35	0	—	—	—	—	—	—	—	—	—	
D	Keystone Long-Aid (975 PD5)				tablets				Mogadon (1074 Roche)†s4B							
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	



motheamin and Amytal (413 Lilly)					
Pulvules "B" 40, 500 & 5000					
stant (673 JofH)					
size 2 tube	12	0	3	0	1 9
size 6 tube	24	0	6	0	3 6
comycin (179 BDH)TS					
capsules	16	15	0ea	—	22 6
100 90 Oea	—	—	—	—	135 0
guet du Bonheur (1469 Caron)					
eau de toilette	240	40	0ea	10	0ea 70 0
	120	23	0ea	5	9ea 40 0
	60	15	9ea	3	11ea 27 6
perfume					
Caronette	29	0ea	7	3ea	50 0
	18	43	0ea	10	9ea 75 0
	30	69	0ea	17	3ea 120 0
	60	115	0ea	28	9ea 200 0
calcium powder	25	9ea	6	5ea	45 0
colactine (49 AF)TS					
tablets	50	30	0	7	6 4 2
	250	110	0	27	6 15 2
lipen (518 Glaxo) TS					
vial	10	doses	2	8ea	— 4 0
rcisse Noir (1469 Caron)					
eau de toilette	60	15	9ea	3	11ea 27 6
	120	23	0ea	5	9ea 40 0
	240	40	0ea	10	0ea 70 0
perfume					
Caronette	29	0ea	7	3ea	50 0
	15	43	0ea	10	9ea 75 0
	35	69	0ea	17	3ea 120 0
	60	115	0ea	28	9ea 200 0
calcium powder	8	10ea	2	2½ea	15 6
perfume 220	—	—	—	—	—
roctile (115 Bengue)					
ampoules 3 and 5mls					
co (1153 SKF)					
fein (1153 SKF)					
oral	250	mls	75	0ea	— 112 6
piglet medicator	100	mls	16	8ea	— 25 0
suspension 50 mls	—	—	—	—	—
Cytamen (518 Glaxo)					
ampoules	250mcgm	1ml	6	2	9ea 3 8
	1000mcgm	1ml	6	5	9ea 7 8
Hepatex (394 DF)					
ampoules 2 mls	25	86	8ea	—	115 7
penche (459 Ferris)					
50mil size	—	—	—	—	—
tle (451 F&J)					
Colorhue	26	0	6	6	3 9
stosyl (115 Bengue)					
directional nozzle	180	0	—	—	20 0
ovules	—	—	—	—	—
ce'n Easy (172 BMCL)†					
	65	0	16	3	9 6
doxital (922 Ortho) TS4A					
capsules	20	120	0	—	13 0
	dp 100	480	0	—	—
ghthawk (538 Greebex)					
night driving glasses	101	104	0	—	13 0
	102	104	0	—	13 0
	103	104	0	—	13 0
ir (Weil (960 ADP)					
ir (Weil (128 Biometica)					
ivalkal (49 AF)TS7					
tablet	100	119	0	29	9 16 5
P.U. (810 Maw)					
combs nylon men's	10	3	2	7	1 6
pocket	6	10	1	8	1 0
tail	8	7	2	2	1 3
dressing	12	2	3	0	1 9
polypropylene men's	5	2	1	3	9
pocket	3	5	1	10	6
tail	5	2	1	3	9
dressing	6	10	1	8	1 0
ail brushes					
loop handle	10	4	2	7	1 6
reinforced centre	18	11	4	8½	2 9
Major	30	10	7	8½	4 6
Rub (810 Maw)					
vapour rub	15	5	3	10	2 3
seals (413 Lilly)					
ammonium chloride 1000&5000					
P.A.S. 0.5gm 100 & 5000					
potassium chloride					
325mgm 1000 & 5000					
500mgm 5000					
sodium salicylate					
325mgm 1000 & 5000					
500mgm 1000 & 5000					
soft (810 Maw)					
tissues "chubby" (75)	7	0	—	—	10½
drane co (1077 Rona)TS4A					
tablets	250	and 1000	500	123	0ea —
tafflex (1305 WB)					
tubes	8gm	22	0	—	2 9
d Spice (1131 Shulton)					
after shave skin conditioner	3750	63	6	15	6 9 9
after-shave lotion lime	3500	81	9	20	0 12 6
Cologne	49	0	11	11	7 6
as (1335 Wigglesworth)					
tablets	16	9	3	10	2 6

Ophthaine (1176 Squibb)					
eye drops	20	4ea	—	30	6
Optima (16 Agfa)					
camera Rapid 250	—	—	—	599	3
Orabase (1176 Squibb)					
paste	15gm	48	0	12	0 7 0
	80gm	12	6ea	3	1½ea 21 10½
Orasheive (1176 Squibb)					
powder	15gm	72	0	18	0 10 6
Orastep (378 Distia)					
Orastrep (378 Distia)					
Ortho-Novin (922 Ortho) TS4B					
Calendar pack	6's	34	0ea	—	51 0
Osblil (971 PSMB)					
tablets	—	—	—	—	—
capsules	0.5gm	6x6	18	4	— 27 6
Ototrane (1305 WB)					
ribbon gauze	lyd	62	0	—	7 9
Outdoor Girl (876 MP)					
Lace bath oil	34	4	8	7	5 0
bubble bath	34	4	8	7	5 0
cream perfume	—	—	—	—	—
roll-on	51	4	12	10	7 6
Padisha (Weil (960 ADP)					
Padisha (Weil (128 Biometica)					
Palaprin (187 B5)					
tablets	30	40	0	—	5 0
	250	26	4ea	—	39 6
forte	100	13	5ea	—	20 1½
Pamergan (971 PSMB)					
PI00/25 1mil	10	—	—	—	—
Pan (1524 Chembro)					
shampoo	54	0	12	10	7 6
	45	0	10	8	12 6
	(1½doz)	(1½doz)	—	—	—
Panadol (97 Bayer)					
tablets	500	26	3ea	—	39 4½
	2500	130	0ea	—	195 0
Pancrepatine (49 AF)TS1					
pills	100	99	0	24	9 13 1
Panets (690 Keldon)					
tablets	17	22	6	—	2 6
Paraflex (1383 McNeil)					
Paraflex (922 Ortho)					
tablets	25	45	0	11	6 6 7½
	100	162	0	40	6 23 7½
	dp 500	720	0	180	0 —
Parafon (1383 McNeil)					
Parafon (922 Ortho)					
tablets	25	39	0	10	0 5 8½
	100	144	0	36	0 21 0
	dp 500	660	0	165	0 —
forte	25	54	0	13	6 7 10½
	100	192	0	48	0 28 0
	dp 500	900	0	225	0 —
Paralgin (901 Norton)					
tablets	dp 100	8	6ea	—	—†
	dp 500	40	0ea	—	—†
Parentrovite (1285 Vitamins)					
Intravenous maintenance					
Parke Davis (938 PD)					
thrombin topical	304	0	—	38	0
ephedrine compound elixir	4oz	36	0	9	0 5 3
vaccines cholera 25mls					
Paterson (637 Hunter)					
developing kit	—	—	—	80	0
printing kit	—	—	—	80	0
Paws (1221 Thawpit)					
cat food	11	0	—	—	1 2
Paximat (1027 Rank)					
projector	—	—	—	—	—
Triumph N24 duo	—	—	—	599	0
Pectocel (413 Lilly)					
4oz&8oz					
Penavlon V (649 IC)TS					
tablets 125 mgm	100	21	0ea	—	31 6
	500	102	6ea	—	153 9
	1000	200	0ea	—	300 0
	1000	395	0ea	—	592 6
Penicillin G (649 IC)TS					
sodium salt					
0.1 mega	10	56	0	—	7 0
0.2 mega	10	60	0	—	7 6
0.5 mega	10	72	0	—	9 0
1 mega	10	9	0ea	—	13 6
5 mega	10	30	0ea	—	45 0
10 mega	10	50	0ea	—	75 0
2 mega	25	37	6ea	—	56 3
potassium salt buffered					
1 mega	10	9	0ea	—	13 6
5 mega	10	30	0ea	—	45 0
10 mega	10	50	0ea	—	75 0
Penicillin G (147 Boots) TS					
sodium salts					
500,000 i.u. vial	7	6	—	—	11
1 mega i.u. vial	11	0	—	—	1 4½
100,000 i.u. vial	—	—	—	—	—
200,000 i.u. vial	—	—	—	—	—
Penicillin-V (413 Lilly)					
Pulvules 125 mgm	12	—	—	—	—
250 mgm	12	—	—	—	—

Penicillin V (1490 IAP5)TS					
Comprimettes					
125 mgm	100	21	0ea	—	—
	200	40	6ea	—	—
	500	102	6ea	—	—
250 mgm	50	21	0ea	—	—
	100	40	6ea	—	—
	250	102	6ea	—	—
Penotrane (1305 WB)†					
jelly urethral					
plastic injector	7gm	28	0	—	3 6
vaginal cream	75gm	46	0	—	5 9
Pensive (1453 Norcil) TS4B					
tablets 400 mgm	250	20	0ea	—	—
Permalast (347 Dalm)					
Philishave (977 PE)					
Diplomat shaver	99	11ea	24	4ea	157 6
Envoy shaver	98	3ea	24	0ea	155 0
Phospho-soda (49 AF)					
solution	6oz	76	0	19	0 9 10
Photoflux (977 PE)					
flash bulbs	PFI	6	9	—	9
Pifco (983 Pifco)					
hair clippers	88	94	6ea	—	126 0
health lamps					
infra red	1020	63	0ea	15	5ea 99 6
	1029	67	1½ea	—	89 6
Infradette	1028	56	3ea	—	75 0
Infrapower standard	1007	67	1½ea	—	89 6
sun lamp	2007	63	0ea	15	5ea 99 6
	1025	90	4½ea	22	0ea 142 6
	1026	89	7½ea	—	119 6
carbons ultra iron, cerium, solid negative	1	101ea	—	—	2 6
tungsten	2	7½ea	—	—	3 6
heating pad	1273	53	3ea	13	0ea 84 0
Prince shaver	1127	47	7ea	11	7ea 75 0
electric blankets					
Nitetime					
single	6401	53	3ea	13	0ea 84 0
double	6402	75	9ea	18	6ea 119 6
Rest-time single	6403	61	10ea	15	1ea 97 6
Startime single	6405	71	4ea	17	5ea 112 6
double dual	6426	126	6ea	30	10ea 199 6
Razorlite mirror	1648	15	10ea	3	10½ea 25 0
Shaverlite mirror	1650	25	1ea	6	1ea 39 6
Holiday battery shaver					
Prince shaver de luxe					
Piperoxan hydrochloride (971 PSMB)					
Pitocin (938 PD)					
ampoules (1 unit/ml) 2mls 30					
P.K.L. (78 A5&Co)					
loz					
Plastules (1352 Wyeth)					
with hog stomach					
Plesmet F.A. (276 C&C)					
tablets	100	48	0	—	6 0
	1000	27	0ea	—	40 6
Polytar (1191 Stiefel)					
bar	3½oz	—	—	—	—
Poppet (1480 Izal)					
P.Q. (673 JofH)					
contrast	2½litre	132	0	—	16 6
universal	2½litre	132	0	—	



ovals	50	37	0	9	3	5	0	Shining Look (525 Golden)	24	0	6	0	3	6	Swandown (1206 SC)	beauty film	19	6	4	10
—A	20z	40	8	13	9	7	6	Silette (16 Agfa)	—	—	—	—	—	—	Beauty Glo compact	25	6	6	4	
—B	40z	37	0	10	2	5	6	camera Rapid L	—	—	—	—	—	—	refill	19	6	4	10	
80z	55	0	13	9	7	6	6	Slim Disks (1568 Trentham)	32	0	8	0	5	0	bubble bath	6	6	3	10	
160z	9	0ea	2	3ea	14	6	6	slimming tablets	44	0	11	0	6	6	sachet	30	0	7	6	
Rarical (922 Ortho)	100	61	0	—	—	7	7	Slimway (442 Exello)	54	3	13	7	7	11	cleansing cream	18	0	4	6	
tablets	dp 1000	—	—	—	—	480	0	Skin Mousse (835 M&J)	6	—	—	—	—	—	constant colour	10	0	2	6	
Remington (1044 RR)	—	—	—	—	—	179	6	hand cream aerosol	30mils	10	2ea	—	15	3	eye make up remover	7	6	1	10	
Selectric shaver	—	—	—	—	—	—	—	Sodium r-lactate solution (413 Lilly)	5	—	—	—	—	—	pencil	19	6	4	10	
Revlon (1052 Revlon)	63	9	15	11	9	6	6	ampoules	5	—	—	—	—	—	shadow stick	24	0	6	0	
treatment hand cream	30	136	6	34	1½	20	0	Sofracort (1087 Roussel) T5	30mils	10	2ea	—	15	3	foundation cream both sizes	25	6	6	4	
Rinurel (1310 VVW)†	250	70	0ea	17	6ea	122	6	metered skin spray	mega units	2	6ea	—	3	9	foundation cream	10	0	2	6	
tablets 5A	30	136	6	34	1½	20	0	Solupen (378 Distal) T5	0-2	5	vials	2	6ea	—	hair colour shampoo	4	3	1	11	
250	70	0ea	17	6ea	122	6	6	0-5	5	vials	3	0ea	—	4	6	hair set shampoo	35	0	8	9
Riviera (713 KH)	—	—	—	—	—	378	0	1-0	5	vials	4	6ea	—	6	9	hair spray perfumed	19	6	4	10
Riviera (735 Laughon)	50	9	12	8½	—	—	—	2-0	5	vials	7	6ea	—	11	3	Lip-glo lipstick	19	6	4	10
Sauna bath and shower brush	50	9	12	8½	—	—	—	buffered 1-0	5	vials	4	6ea	—	6	9	Lip-glo lipstick propelling	19	6	4	10
Robaxin (1071 Robins)†s4B	50	16	8ea	—	—	25	0	Solvone (378 Distal) T5	5 x 1mega	5	0ea	—	7	6	lip shape pencil	10	0	2	6	
tablets 500mgm	50	16	8ea	—	—	225	0	Sonki I (713 KH)	—	—	—	—	—	—	make-up remover	30	0	7	6	
500	150	0ea	—	—	—	33	4½	health lamp	—	—	—	—	—	—	moisturising cream	30	0	7	6	
750mgm	50	22	3ea	—	—	—	—	with timer	—	—	—	—	—	—	nourishing cream	15c.c.	25	6	6	
Robe d'un Soir (236 Cavern)	10	6ea	73	6	—	—	—	Sonki II (713 KH)	—	—	—	—	—	—	perfume	45	0	11	3	
Cologne 8oz	9030	42	0ea	18	3ea	127	6	health lamp	—	—	—	—	—	—	perfume spray handbag	4	3	1	1	
perfume	9046	72	10ea	9	4ea	65	0	with timer	—	—	—	—	—	—	shampoo sachet	13	7	3	5	
9045	37	1ea	7	8ea	53	6	—	Soquette (1154 S&N)	99	—	—	—	12	6	5kin-glo cream	13	7	3	5	
9042	30	6ea	11	5ea	80	0	—	solution	—	—	—	—	—	—	5kin-glo liquid	30	0	7	6	
9044	45	9ea	13	8ea	95	6	—	Sortilege (933 PLG)	500 Hs	6oz	—	—	12	6	skin toning lotion	45	0	11	3	
9000	54	6ea	23	3ea	162	6	—	hair spray	1352 Wyeth)†s4B	10	76	6	—	8	6	Teen and Twenty	45	0	11	3
9001	92	10ea	39	3ea	274	6	—	500 Hs	2mils	10	9	9	—	12	3	turtle oil cream both sizes	45	0	11	3
9002	156	10ea	64	3ea	450	0	—	injection 1mil	10	76	6	—	8	6	turtle oil cream	45	0	11	3	
9003	257	2ea	5	11ea	41	6	—	2mils	10	9	9	—	5	9	turtle oil lotion	45	0	11	3	
9040	23	9ea	10	4ea	72	6	—	Latabs	250	51	3	—	5	9	Syrupus pectoralis rub. (459 Ferris)	45	0	11	3	
9074	41	5ea	9	8ea	67	6	—	50mgm	50	94	4	—	10	6	licre size	120	200	0ea	50	0ea
9075	38	6ea	9	8ea	67	6	—	250	35	10ea	—	47	9	—	tabalum powder bottle	8	10ea	2	2½ea	
toilet perfume	20z	9728	23	5ea	5	10ea	41	0	Spaznil (1154 S&N)†s4B	50	6	0ea	—	9	0	box	25	9ea	6	5ea
20z	9728	23	5ea	5	10ea	41	0	tablets	250	25	0ea	—	37	6	eau de toilette	60	15	9ea	3	11ea
40z	9729	37	2ea	9	3ea	65	0	50	48	3	—	5	6	120	23	0ea	5	9ea		
80z	9730	62	10ea	15	9ea	110	0	250	19	0ea	—	25	4	240	40	0ea	10	0ea		
atomiser	9026	40	0ea	10	0ea	70	0	50mgm	50	94	4	—	10	6	Tabasan (78 A5&Co)	500	14	2ea	—	
Ronazine (1077 Rona)	15	18	0	4	5	2	4	250	35	10ea	—	47	9	—	tablets	1000	25	0ea	—	
tablets	15	18	0	4	5	2	4	Spaznil (1154 S&N)†s4B	50	6	0ea	—	9	0	Tabillin (147 Boots) T5	100	12	0ea	—	
Ronson (1079)	—	—	—	—	—	—	—	tablets	250	25	0ea	—	37	6	tablets 200,000 units	100	12	0ea	—	
electric toothbrush	62	3ea	13	8ea	99	6	6	Spire (78 A5&Co)	2½oz	11	4	—	—	—	100	12	0ea	—		
standard pack	20	0	5	0	2	11	—	olive oil	5oz	18	6	—	—	—	22	6ea	—	—		
Rosedale (261 Christy)	—	—	—	—	—	—	—	10oz	33	0	—	—	—	—	Tabloid (208 BW)	—	—	—	—	
anti-perspirant spray refill	20	0	5	0	2	11	—	Spray Net (597 HCL)	6oz	36	8	8	11	5	0	emetine and bismuth iodine gr I	36	244	0	—
bubble bath	25	0	6	3	3	6	—	hair spray	6oz	36	8	8	11	5	0	emetine and bismuth iodine 60mgm †sl	36	244	0	—
family pack	34	6	8	7½	4	11	—	Stabillin V-K (147 Boots) T5	100	21	0ea	—	31	6	Tabu (350 Dana)	10cc	25	10ea	6	3ea
hair spray aerosol large	34	6	8	7½	4	11	—	tablets 125 mgm	500	102	6ea	—	153	9	perfume	30	7	9ea	1	11ea
shampoo	22	0	5	6	2	11	—	250 mgm	100	40	6ea	—	60	9	soap toilet (3)	13	6ea	3	3ea	
Roter (444 FAIR)	40	60	0	15	0	8	3	500 mgm	500	200	0ea	—	300	0	triangle pack	13	6ea	3	3ea	
tablets	120	174	0	43	6	23	3	Stamina (1221 Thawpitt)	11	10	—	—	1	3	Tannafax (existing entry)	—	—	—	—	
dp 360	504	0	—	—	—	—	—	dog food	21	5	—	—	2	3	Tannafax (208 BW)	17-5gm	16	0	4	0
dp 720	954	0	—	—	—	—	—	No. 1	1	4	2ea	—	6	3	100gm	44	0	11	0	
Rozalex (1088 Rozalex)	20	3	5	1	2	8	—	No. 2	1	5	10ea	—	8	9	D Taylor's (1213 ET)	—	—	—	—	
No. 1 perfumed	21	9	5	5	2	11	—	No. 3	6	5	6ea	—	8	3	D Taylor's (1073 Robinson)	—	—	—	—	
No. 1 unperfumed	20	3	5	1	2	8	—	No. 4	6	58	0ea	—	87	0	D T.B.P. (1216 TCPL)	—	—	—	—	
No. 8	21	9	5	1	2	8	—	No. 5	6	7	0ea	—	10	6	D T.B.P. (1262 UL)	—	—	—	—	
lanolin skin cream	21	9	5	5	3	0	—	Stovarsol (971 P5MB)	500	—	—	—	—	—	D T.C.P. (1216 TCPL)	—	—	—	—	
stain removing	36	0	—	—	4	0	—	tablets gr. 4	500	—	—	—	—	—	D T.C.P. (1262 UL)	—	—	—	—	
cream	27	0	—	—	3	0	—	25% 1gm vial	10	9	6ea	—	14	3	D Teencreem (1179 Stanacen)	27	4	6	10	
water skin cleanser	27	0	—	—	3	0	—	5gm vial	10	9	6ea	—	14	3	D Temadex (208 BW)	—	—	—	—	
D Salvelox (1327 WSL)	—	—	—	—	—	—	—	5gm vial	10	9	6ea	—	14	3	D Temadex (208 BW)VPO	—	—	—	—	
Salvelox (1524 Chembro)	25	0	—	—	1	0	—	5gm vial	10	9	6ea	—	14	3	skin dressing	—	—	—	—	
plasters handy	33oz	—	—	—	—	—	—	1-0gm/3mils	5	4	9ea	—	7	1½	(vet) 25gm tube 6	—	—	—	—	
family	33.4	—	—	—	2	0	—	5-0gm/15mils single	3	10ea	—	—	5	9	D Terminex (31 AP)	—	—	—	—	
(2doz)	—	—	—	—	—	—	—	1-0gm/4mils	5	4	9ea	—	7	1½	D Terminex (1248 Trevena)	—	—	—	—	
Sanatogen (1530 Fisons)	30	36	0	—	4	6	—	5-0gm/20mils single	3	10ea	—	—	5	9	D Tetralysal (478 Fraser)	—	—	—	—	
junior vitamins	30	36	0	—	4	6	—	Streptomycin (378 Distal) sulphate T5	1-0gm	5	4	9ea	—	7	1½	D Tetralysal (227 Erba)	—	—	—	—
Sandersons (1097 Sanderson)	30	36	0	—	4	6	—	1-0gm	5	4	9ea	—	7	1½	D Tetrazets (837 MSD)	—	—	—	—	
composition essence	40z	13	0	3	3	2	0	5-0gm	3	10ea	—	—	5	9	D T.H.A. (1305 WVB)	—	—	—	—	
cough linctus†	19	8	4	11	2	9	—	Streptomycin (518 Glaxo) sulphate T5	1gm	10	9	6ea	—	14	3	ampoules 2mils 100	80	0ea	—	—
for children	19	8	4	11	2	9	—	vial 1gm	10	9	6ea	—	14	3	D That Man (1052 Revlon)	—	—	—	—	
Indian brandee	20z	13	0	3	3	2	0	vial 5gm	1	3	10ea	—	5	9	roll-on deodorant	63	9	15	11	
throat specific	19	8	4	11	2	9	—	Stress (978 PYP)	3oz	22	0	—	2	9	The Young Ones (1546 Sheranel)	—	—	—	—	
vapour rub	13	0	3	3	2	0	—	Stress (978 PYP)	10oz	46	0	—	5	9	hair spray aerosol	142em	22	0	5	6
Sans Egal (1101 Sangers)	19	2	4	9½	2	10	—	41b	20	0ea	—	—	30	0	284gm	36	0	9	0	
lipstick	19	2	4	9½	2	10	—	71b	28	0ea	—	—	42	0	—	—	—	—	—	
D Savett (1327 WLL)	—	—	—	—	—	—	—	141b	46	8ea	—	—	70	0	Thibenzole (837 MSD)	—	—	—	—	
towelettes	—	—	—	—	—	—	—	Sulphamezathline (649 ICI)†s4B	500	16	2ea	—	24	3	cattle flakes 3oz	3	10½ea	—	—	
Seclomycin (518 Glaxo) T5	10	10	0ea	—	15	0	—	tablets 0-5gm	1000	31	1ea	—	46	7½	Thionaiodine V (49 AF)	—	—	—	—	
vial	10	10	0ea	—	15	0	—	5000	148	9ea	—	—	232	6	tablets	40	66	0	16	6
Seclophen (518 Glaxo) T5	10	7	0ea	—	10	6	—	Surfathesin (413 Lilly)	—	—	—	—	—	—	Tintette (525 Golden)†	—	—	—	—	
vial	10	7	0ea	—	10	6	—	lotion 100mils & 2-25 litres	—	—	—	—	—	—	Tofranil (501 Geigy)	—	—	—	—	
vial, five dose	—	—	—	—	—	—	—	—	—											



mee Tippee (1492 HE) existing entry				
mee Tippee (1570 BN)	31 0	31 0	40 6	
baby care set	288 0	28 9½	39 11	
baby cup with 2				
training lids	67 0	6 8½	8 11	
baby feeding set	245 0	24 6	32 9	
blanket clips	30 0	3 0	3 11	
bowl	70 0	7 0	9 3	
car belt and strap	158 0	15 9½	21 0	
car safety harness	240 0	24 0	32 0	
cool duck teether	38 0	9 6	5 6	
cup and single				
hot plate set	132 0	13 2½	17 9	
fork and spoon set	24 0	2 4½	3 3	
hot plate diner	202 0	20 2½	26 11	
hot plate single	67 0	6 8½	8 11	
double	112 0	11 2½	14 11	
mug and dish set	60 0	6 0	7 11	
mug with training lid				
29 0	2 10½	3 11		
nursery jar set	206 0	20 7½	27 6	
retriever	44 0	4 4½	5 11	
saddle potty	128 0	12 8	15 11	
junior	79 0	7 9	9 11	
step-stool	142 0	14 2½	18 11	
teether circus	48 0	12 0	6 11	
travel potty	64 0	6 4	7 11	
vacuum feeding flask				
210 0	21 0	27 11		
replacement inner	71 0	7 1	8 11	
replacement teats	14 0	1 4	1 9	
note (1157 5)				
refill 60cc	11 6	2 10½	1 8	
bottle 2oz	—	—	—	
amide (837 MSD)				
catyl (971 P5MB)				
suppositories				
ss (525 Golden)	17 2	4 3	2 6	
wave set	25 B	6 5	3 9	
(525 Golden)	24 0	6 0	3 6	
metts (1262 UL)	22 6	—	1 6	
Trimmers				
Nitrate Cafeine (49 AF)†s7				
pills 60 48 0	12 0	6 4		
—Papaverine pills†s1	60 77 0	19 3	10 2	
-kit (1154 5&N)	21 0ea	—	27 6	
lophen (518 Glaxo) T5				
al single dose 1 4ea	—	2 0		
10 13 4ea	—	20 0		
Food (1249 Trufood)				
junior cereal 8oz 14 5	—	1 6		
mine sulphate (413 Lilly)				
solution 1% 16oz				
ocurarine chloride (394 DF)†s1				
ampoules 1-5mils	50 111 4ea	167 0		
e Gras Lumiere (49 AF)	compress 10cm x 10cm	—	11 2	
10 100 0	—			
n (1477 Elanco) existing entries				
in (1477 Elanco)				
injectable 6-25gm 20 0ea	—	30 0		
12-5gm 39 2ea	—	58 9		
soluble 50gm 75 0ea	—	100 0		
100gm 142 10ea	—	190 6		
tablets 250mgm	50 44 0ea	66 0		
ec. formula	20gm 33 4ea	50 0		
in 50 (1477 Elanco)				
injection 25mils 5 10ea	—	8 9		
in 200 (1477 Elanco)				
injection 50mils 35 0ea	—	52 4		
oco (312 AC)†	12 13 0	—		
lozenges				

Universol (673 JoH)				
developer 250mils 34 0	—	4 3		
500mils 52 0	—	6 9		
2½litre 132 0	—	16 6		
Urapseptine (49 AF)				
granules 80gm 71 0	17 9	9 5		
Uteplex (1077 Rona)				
oral ampoules 2mgm/2mils				
120's				
D Vallergan (971 P5MB)				
suppositories all sizes				
suppositories all strengths				
D Vax (191 BVF) vacuum ware				
flasks				
Lustavax 16oz V1 5 6ea	7ea	7 11		
23oz V2 7 4ea	9ea	10 6		
Wood Grain 36oz				
G3 9 9ea	1 0ea	14 0		
replacements				
Lustavax body				
16oz VR1 4 0ea	5ea	5 9		
23oz VR2 5 2ea	7ea	7 6		
D V-Cil-K (413 Lilly)				
tablets 60 mgm 20 & 1000				
D Vegolysen (971 P5MB)				
tartrate ampoules 1mil 10				
D Velactin (1303 Wander)				
powder 9oz				
powder 1lb 84 0	—	9 4		
Vert et Blanc (236 Carven)				
Cologne				
2oz 6028 13 2ea	3 3ea	23 0		
4oz 6029 22 0ea	5 6ea	38 6		
8oz 6030 36 0ea	9 0ea	63 0		
perfume 6040 15 5ea	3 10ea	27 0		
6042 22 6ea	5 8ea	39 6		
6044 35 5ea	8 10ea	62 0		
6045 28 0ea	7 0ea	49 0		
6000 38 7ea	9 8ea	67 6		
6046 65 8ea	16 6ea	115 0		
6001 57 2ea	14 3ea	100 0		
6002 101 5ea	25 4ea	177 6		
6003 192 10ea	48 3ea	337 6		
toilet perfume				
2oz 6728 18 6ea	4 6ea	32 6		
4oz 6729 31 5ea	7 10ea	55 0		
8oz 6730 53 2ea	13 3ea	93 0		
Vetzyme (97B PYP)				
powder 1lb 76 0	—	9 6		
3½lb 19 0ea	—	28 6		
7½lb 38 0ea	—	57 0		
15½lb 66 0ea	—	99 0		
tablets 60 15 4	—	1 11		
120 26 0	—	3 3		
600 76 0	—	9 6		
2000 19 0ea	—	28 6		
5000 38 0ea	—	57 0		
10000 66 0ea	—	99 0		
Vichy Celestins (653 I&R)				
34 7	5 1	4 2		
Vichy Grande-Grille (653 I&R)				
34 7	5 1	4 2		
Vichy Hopital (653 I&R)				
34 7	5 1	4 2		
Victor (1333 Wigmore)				
Acqua di Selva				
080	—	13 6		
081	—	21 0		
082	—	37 6		
083	—	63 0		
after shave lotion				
040	—	9 9		
041	—	16 6		
deodorant stick				
103	—	9 9		
pre-shave 048	—	9 9		
talcum 050	—	9 9		
Vinolita (509 Gibbs)				
baby powder 15 0	3 9	2 0		
baby cream 2s size				

Vitepron (930 P&B)				
capsules 100 76 0	—	9 6		
500 24 0ea	—	36 0		
D Vitina (107 BH&L)				
Vittel Grande (653 I&R)				
34 7	5 1	4 2		
Vittel Hepar (653 I&R)				
34 7	5 1	4 2		
Viules (147 Boots)				
Cobastah				
200 1mil 6 40 6	—	4 6		
1000 1mil 6 81 0	—	9 0		
Vytina (107 BH&L)†				
tonic 4oz 20 0	5 0	3 9		
16oz 50 0	12 6	9 0		
Warfarin (1305 WB) sodium				
ampoules				
50mgm/2mils 5 96 0	—	12 0		
Wasp-eze (1566 WMCC)				
(distributors 812 M&PP and 179 BDH)				
aerosol for strings	—	4 5		
D Wright-Fleming (1393 BRL) entire entry				
Wright's (1351 WLU)				
liquor carbonis				
detergents 4oz 22 8	5 8	3 0		
8oz 37 11	9 6	5 0		
16oz 62 6	15 4½	B 3		
20oz 69 0	—	—		
40oz 121 8	—	—		
80oz 240 4	—	—		
vaporizer†	81 0	9 0		
vaporizing liquid †				
2oz 19 6	—	2 2		
8oz 58 6	—	6 6		
D Zibeline (Weil (960 ADP)				
Zibeline (Weil (128 Biometica)				
Zoflora (1232 T&R)				
aerosol air freshener	35 3	—	3 11	
D outfit standard	—	—	—	

AMENDMENTS TO KEY TO SUPPLIERS

95 Baxter = Baxter Laboratories, Ltd., Caxton Way  
Thetford, Norfolk. Thetford 2081.  
112 BL = Beltona, Ltd., 10 St. Catherine's Street, Brox-  
bourne, Herts. Hoddesdon 2084.  
227 Erba = Carlo Erba (U.K.), Ltd., 8B Lewisham High  
Street, London, S.E.13. Lea Green 7486.  
410 EFL = Eggar, Forrester International, Ltd., Rod-  
well House, Middlesex Street, London, E.1. Bishops-  
gate 7644.  
691 Kemsales = Kemsales, Ltd., Peck House, Newhaven,  
Sussex. Newhaven 961.  
713 KH = M.S. Krausz-Harari, Medical, Electrical &  
Technical Supplies, 87 Ravensdale Road, London, N.16.  
Stamford Hill 7000.  
C 1167 Spa = Spa Brushes, Ltd., Freeman Works,  
Chesham, Bucks. Chesham 4951.  
1079 Ronson = Ronson Products, Ltd., Randalls Road,  
Leatherhead, Surrey. Leatherhead 4444.  
1088 Rozalex = Rozalex, Ltd., Industrial Estate, Winsford,  
Ches. Winsford 2087.  
1110 Schuberth = A. Schuberth & Co., Ltd., 16 Crib  
Street, Ware, Herts. Ware 2204.  
1239 Tobal = Tobal Laboratories, Ltd., Hesketh House,  
Portman Square, London, W.1. Hunter 1200.  
1566 WMCC = West Mount Chemical Co. Ltd.,  
19 Borough Road Sunderland  
1567 Externe = Externe Co., Ltd., 86A Richmond Road  
Kingston-on-Thames, Surrey. Kingston 6547.  
1568 Trentham = Trentham Laboratories, 214 Ark-  
wright Street, Nottingham.  
1569 SAC = Southern Aerosol Co., Ltd., 1 Victoria  
Terrace, Kingsway, Hove, 3. Sussex  
1570 BN = Baby Needs, division of Jackel & Co., Ltd.,  
Burt Street, Blyth, Northumberland. Blyth 2596.

THIS WEEK'S CHANGES

Prices are given in the sequence: Trade price per doz./purchase tax per doz./retail price (bold if maintained), thus:—17s 11d/4s 3d/2s 3d. A dash — in any column indicates that the manufacturer has provided no figure appropriate to that column.

rlin (649 ICI)				
etetin (34 A&H)T5				
capsules 250mgm				
12 9 4ea	—	14 0		
100 74 2ea	—	111 3		
1000 714 6ea	—	1072 0		
ear drops 5%				
15mils 5 0ea	—	7 6		
5mils 3 6ea	—	5 6		
for eye drops dropper				
bottle 2 6ea	—	3 9		
powder non-sterile				
5gm 14 2ea	—	21 3		
25gm 69 2ea	—	103 9		
100gm 25B 2ea	—	387 3		
suspension 60mils	7 0ea	10 6		
odryl (93B PD)†s7				
Kapseals 25mgm				
25 40 0	—	5 0		
y (1392 TT)				

A sleeping gloves 44 6	4 5½	5 11		
A Benadryl (938 PD)				
ophthalmic 10mils 32 0	—	4 0		
<div><div>A = Price advanced R = Price reduced ● = New entry D = Delete C = Correction I = Insert</div></div>				
● Brylcreem (105 BTD)				
after-shave 41 0	10 3	5 6		
deodorant Cologne 41 0	10 3	5 6		
foam shave 48 6	12 1½	6 6		
pre-shave 41 0	10 3	5 6		
shampoo 33 6	8 4½	4 6		
shave cream lather 27 11	7 0	3 9		

R Camay (1010 P&G)				
soap toilet	46 3	11 3	—	
bath	(6 doz) 49 0	(6 doz) 11 11	—	
(4 doz)	(4 doz)			
A Capsolin (938 PD)				
1lb 144 0	—	18 0		
● Celui (Jean Desses (960 ADP)				
eau de Cologne				
2oz 17 3ea	4 2½	32 0		
4oz 2B 3ea	6 11½	52 0		
Boz 39 0ea	9 6ea	72 0		
parfum de toilet				
2oz 29 9ea	7 3ea	55 0		
4oz 46 0ea	11 2½	85 0		
Boz 70 6ea	17 2ea	130 0		
perfume 1oz 24 0ea	5 10ea	44 6		
2oz 32 0ea	7 9ea	59 0		
3oz 45 6ea	11 1ea	84 0		
1oz 6B 3ea	16 6ea	126 0		



	2oz	102	6ea	24	11½ea	189	0
luxury packs	1oz	80	0ea	19	6ea	150	0
	2oz	123	0ea	29	11½ea	230	0
atomiser	½oz	35	3ea	8	6ea	65	0
refill	½oz	24	3ea	5	11½ea	45	0
travel sets	10505	136	0ea	33	2ea	252	0
	10506	136	0ea	33	2ea	252	0
● Coldrex (976 PS&T)							
tablets new formula	12	31	6	—	—	3	6
	24	54	0	—	—	6	0
● twin capsules	12	30	6	7	3	4	0
D tablets old formula	—	—	—	—	—	—	—
A Desibyl (938 PD)							
Kapseals	50	64	0	16	0	9	4
● Estee Lauder (425 ELC)							
face powder translucent	—	—	—	—	—	41	0
lipstick-in-the-round	—	—	—	—	—	45	6
powder base translucent	—	—	—	—	—	56	6
● Youth Dew							
perfume creme sachet	—	—	—	—	—	70	0
spray shower oil	—	—	—	—	—	63	0
● Ferromyn (218 Calmic)							
"S" tablets	100	44	0	11	0	6	5
	1000	30	0ea	7	6ea	—	—
D Haliverol (938 PD)							
capsules 100 & 1000							
● H.E.B. (589 HEB)							
"O" cream	3oz	42	0	10	6	6	1
	8oz	75	6	19	0	10	11
D Kahn standard antigen (938 PD)							
● Kalispera (Jean Desses (960 ADP)							
eau de Cologne	2oz	17	3ea	4	2½ea	32	0
	4oz	28	3ea	6	11½ea	52	0
	8oz	39	0ea	9	6ea	72	0
parfum de toilet	2oz	29	9ea	7	3ea	55	0
	4oz	46	0ea	11	2½ea	85	0
	8oz	70	6ea	17	2ea	130	0
perfume	½oz	24	0ea	5	10ea	44	6
	½oz	32	0ea	7	9ea	59	0
	½oz	45	6ea	11	1ea	84	0
	1oz	68	3ea	16	8ea	126	0
	2oz	102	6ea	24	11½ea	189	0
luxury packs	1oz	80	0ea	19	6ea	150	0
	2oz	123	0ea	29	11½ea	230	0
atomiser	½oz	35	3ea	8	6ea	65	0
refill	½oz	24	3ea	5	11½ea	45	0
travel sets	20505	136	0ea	33	2ea	252	0
	20506	136	0ea	33	2ea	252	0

A Kepler (208 BW)							
c.i.o. with malt extract	36	0	—	4	6		
	62	0	—	7	9		
	128	0	—	16	0		
● Lady Gay (234 Cartwright)							
Tender Touch	43	0	10	9	6	3	
hair spray	20	0	5	0	2	11	
splash cologne	20	0	5	0	2	11	
splash lavender	20	0	5	0	2	11	
talcum	20	0	5	0	2	11	
D Milliwatt (847 Milliwatt)							
I Milliwatt (847 Milliwatt)							
electric blankets							
Autocrat							
"60 × 25" 3-heat	—	—	—	76	9		
"60 × 44" 3-heat	—	—	—	117	7		
de luxe							
"60 × 26" 3-heat	—	—	—	105	0		
"60 × 48" 3-heat	—	—	—	150	0		
Royalty							
"60 × 30" 3-heat	—	—	—	164	0		
"55 × 48" 3-heat	—	—	—	205	0		
dual control							
"60 × 50" 3-heat	—	—	—	375	0		
Natrodale (1513 Rodale)							
Extra vitamins							
1 month	9	0ea	—	13	6		
3 months	25	0ea	—	37	6		
D Extravite							
D Nephri-K (969 Pfizer) tablets							
● Netovax (208 BW)VPO							
vaccine (vet.)	50mils	17	3ea	—	23	0	
	250mils	83	7½ea	—	111	6	
Philishave (977 PE)							
shaver Statesman	123	8ea	30	2ea	195	0	
A Polycolor (721 LC)†							
	37	9	9	5½	5	6	
A Radiarlay (608 Hinders) lamps							
infra-red/radiant heat No. 101	49	9ea	12	0ea	82	6	
250w infra-red No. 101	49	9ea	12	0ea	82	6	
450w infra-red No. 101	57	2ea	13	10ea	94	9	
infra-red/radiant heat No. 102	68	6ea	16	6ea	113	6	
250w infra-red No. 102	68	6ea	16	6ea	113	6	

450w infra-red No. 102	74	9ea	18	0ea			
infra-red/radiant heat No. 103 MC	75	0ea	—	—			
250w infra-red No. 103 MC	75	0ea	—	—			
450w infra-red No. 103 MC	82	0ea	—	—			
infra-red/radiant heat No. 104 MC	167	6ea	—	—			
250w infra-red No. 104 MC	167	6ea	—	—			
450w infra-red No. 104 MC	177	0ea	—	—			
C Sebril (763 Linfield)							
dandruff treatment	50mils	44	8	11	0		
● Sparkling Spring (976 PS&T)							
vitamin health drink	4oz	22	4	3	2		
	7oz	32	6	4	8		
I Stibophen W (208 BW)†							
injection	25mils	46	0	—			
	50mils	66	0	—			
	100mils	112	0	—			
A Stypven (208 BW)							
	1mil	80	0	—			
	5mils	13	0ea	—			
A Tabloid (208 BW)							
quinidine sulphate 0.2gm	100	36	0ea	—			
● Vasosulph (451 F&J)†s4B							
ophthalmic solution	15cc	4	3ea	—			
D Vi-Siblin (938 PD)							
	4oz	52	0	13	0		
	1lb	168	0	42	0		

# AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

230 Carnrick=G. W. Carnrick Co., Ltd., 44  
High Street, London, N.7. Mountview 0094.